

Key Security Areas For SMEs

Access Control, Phishing & Vulnerabilities Top The List

by Elizabeth Millard

THE NUMBER OF THREATS, vulnerabilities, and attacks aimed at corporate networks has most small to mid-sized enterprises feeling at least a little insecure. Like a guard at a bank that is continually subject to robbery attempts, an IT manager has to constantly be on watch because attacks have now become a matter of “when” rather than “if.”

Over the next six months to a year, key security areas for small to mid-sized enterprises will include network access control, identity and phishing management, intrusion detection, and vulnerability controls, according to research firm Gartner. Also worth noting are trends toward more integration of security products and shifts in user education tactics.

Here’s a look at key areas where security experts see SMEs focusing their budgets, time, and effort in an attempt to keep those guard skills sharp.

Antiphishing Protection

When phishing first became a threat, many believed it was a consumer problem

rather than a corporate issue. Because it was mainly individuals that were targeted, enterprise networks didn’t seem to need additional controls to fight the threat. But times have changed, and as phishing becomes a larger, more virulent problem,

SMEs will have to examine how their controls address the threat.

“Phishing will be a major concern over the next year,” says Alex Hernandez, director of advanced product development

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Is This The End Of Tape?

New Solutions Make Hard Drives As Cheap & Portable As Tape

by David Garrett

HOW MUCH DATA do you have? No doubt it’s more than a few gigs. Maybe you even have terabytes. But no matter how much you have, each byte is priceless, too dear to be lost in a pinch. Too bad about

Murphy’s Law, then, which says the data you’ll be asked to restore—for a lawsuit, for Sarbox, or for someone who hit the DELETE key too often—is the data that’s stored on a faulty tape.

“Often end users or network administrators cross their fingers



Idealstor’s BA4U-2E two-bay Backup Appliance can store and eject two hard drives of your choice and sports an Intel P4 chip with 512MB of RAM. With data compression, its total capacity is 2TB.

when they’re backing up to tape because they never know if the backup is going to finish,” says Ben Ginster, channel marketing manager for Idealstor (www.idealstor.com). Idealstor is one of a handful of vendors

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In This ISSUE

COVER FOCUS

Security & Encryption

What are the key security needs for small to mid-sized enterprises over the next six months to a year? We talk about what enterprises should be spending their security money on this year, with in-depth coverage of tape and notebook encryption technologies.

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TECH & TRENDS

Ejectable Disk Storage | 1

For years companies have backed up to disk, only to write their data to tape when it’s time to store it offsite. But new products let you swap hard drives the same way you swap tapes, making true D2D a real option for the first time.

Converting From Novell To Microsoft | 29

If you are one of the remaining members of the dying Novell breed and are considering a move to a Microsoft-based network infrastructure, there are some key things to keep in mind that will help make the transition much smoother.

The Right IT Employees | 30

IT managers have long focused on the right certifications and technology experience, often glossing over the prospective candidate’s “soft skills.” Soft skills including diplomacy, poise, and consensus building can affect how employees lead teams and interact with co-workers and external clients.

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■ **Cisco Systems** announced enhancements to its Internet Protocol Next-Generation Network architecture with new products for its Carrier Ethernet portfolio. ■ **Gateway** introduced the new Gateway E-Series, which includes the Gateway E-1500 and E-2600 desktops. ■ **HP** made additions to its StorageWorks hardware starting with its StorageWorks EVA and XP disk arrays. ■ **IBM** unveiled its ThinkCentre A52 family of desktop workstations. ■ **Microsoft** unveiled the beta version of Microsoft Commerce Server 2006, the .NET-based solution for ecommerce sites to simplify creation of full-featured Web sites. ■ **Sun Microsystems** announced the preview versions of the Java Platform Enterprise Edition 5 Software Development Kit and NetBeans Enterprise Pack 5.5.

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Vulnerability Management Products & Services

Tools To Buttress Your Digital Fortress

by Sixto Ortiz Jr.
• • •

HERE'S A NEW TERM to add to your already bulging security lexicon: zero-day attack. A zero-day attack occurs when hackers develop malware, such as worms, to take advantage of newly found application vulnerabilities well before patches are developed.

This digital blitzkrieg is giving savvy computer criminals the upper hand and letting them circumvent traditional network defenses. Criminals are also turning equipment that employees use, such as laptops or PDAs, into malware launching pads that attack from inside the network perimeter.

Thankfully, there is a new weapon in the enterprise security arsenal: vulnerability management. In general, vulnerability management tests enterprise networks and applications to detect vulnerabilities before they become problems.

According to a recent Yankee Group research report, vulnerability management is but one piece of a growing managed security service marketplace expected to reach \$2.8 billion in 2008. Vulnerability management itself is expected to grow from \$90 million in 2003 to \$300 million in 2008, predicts the Yankee Group. When properly used, vulnerability management can defend your business today from tomorrow's attacks. Let's take a look at some options.

BigFix Enterprise Suite

Founded in 1997, BigFix's Enterprise Suite contains a variety of security management and configuration features, including compliance and reporting of policies and

configuration rules, configuration management, protection of endpoint devices, inventory and license management, network access control and quarantine, patch management, software

SNAPSHOT

BigFix Enterprise Suite

A comprehensive security suite offering a plethora of features; provides administrators with a view of the entire network or subset of a network, letting them see a particular configuration on a network and identify which machines have a certain vulnerability or configuration

www.bigfix.com

distribution and deployment, and vulnerability management.

The vulnerability management features monitor assets in real time, including Win95/98/Me/NT/2000/XP, Unix (AIX, HP-UX, Solaris), Linux, and even Macintosh platforms and can also test applications such as Outlook, SQL Server, Internet Explorer, and others.

BigFix Vulnerability Management checks assets continuously and looks for noncompliance with policies and standards; also, the software can organize vulnerability reporting along a variety of parameters, including business group or geography. Assets can also be grouped in categories to help customers prioritize vulnerability assessments and the patches necessary to fix problems.

AlertSite Security Vulnerability Assessment

Unlike BigFix, AlertSite is a security vulnerability and scan-

ning service that does its job from afar. The company's Security Vulnerability Scan monitors all Internet services, network devices, and firewalls in your business for over 9,000 known vulnerabilities.

AlertSite's service is a Mastercard SDP (Site Data Protection)-compliant vendor, so the company's service is certified to test vulnerabilities in systems used to conduct online business transactions that use customer credit card numbers. This certification means AlertSite scans can be used to maintain PCI compliance, which requires online merchants to demonstrate that security measures used to keep cardholder data safe are effective.

The AlertSite service provides daily email warnings of high priority vulnerabilities and also provides two daily reports: a Security Vulnerability Report and a Security Vulnerability Summary. Setting up daily scans of your business is as simple as signing up for the service, selecting the time of day the scans should be performed, and faxing the company's scan authoriza-

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AlertSite Security Vulnerability Assessment

\$49.95 per device per month for nightly and on-demand scanning

An easy-to-set-up scanning service providing daily scans of Internet-connected devices and ports; the Detail Vulnerability Report is a breakdown showing issues found on the various hosts tested during a scan and offering possible fixes to the problem

www.alertsite.com

tion letter to give AlertSite final notification that scanning activities can start.

If your company does business online and conducts online credit card transactions, the AlertSite service may be a good way to demonstrate compliance with credit card industry requirements and keep your Web site operations safe from unwanted intrusions.

McAfee Foundstone Enterprise

Foundstone is a subsidiary of McAfee, the security firm best known for its antivirus products. The company's Foundstone Enterprise product is an appliance that performs a variety of security functions, from asset discovery and inventorying to remediation tracking, compliance reporting, and vulnerability assessment.

Foundstone Enterprise's vulnerability assessment module can

detect over 3,400 vulnerabilities using a series of submodules that test for specific categories of vulnerabilities. For example,

SNAPSHOT

McAfee Foundstone Enterprise Suite and On-Demand Service

Available as both an appliance and a managed service. The FS1000 appliance is the cornerstone of the Foundstone Enterprise vulnerability assessment package; Foundstone also markets its vulnerability assessment technology as a subscription service, called the Foundstone On-Demand Service

www.foundstone.com

the system features a Wireless Analysis module that includes over 80 checks that detect wireless devices and test them for vulnerabilities.

Also included is a Windows Assessment module that includes over 280 checks for various types of Windows vulnerabilities, such as missing service packs or hotfixes, presence of peer to peer applications and noncompliance with Web browser policies. Windows administrators can enter administrator usernames and passwords into the Foundstone appliance's interface, providing the appliance with the credentials necessary to gain increased access to target hosts.

Foundstone Enterprise's Web Application module checks script and Web page source code for sensitive information, discovers hidden files and directories that may be unknowingly available on Web servers, tests for weak authentication credentials, and checks for various other vulnerabilities in Web applications and devices.

The company's Foundstone Labs provides the necessary updates on new vulnerabilities to keep the appliance up-to-date. Updates can be configured for automatic downloading into the appliance or manually installed by administrators.

Finally, Foundstone offers its scanning capabilities via a hosted, managed service called the Foundstone On-Demand Service. According to the company, the on-demand service provides the same type of functionality as the Foundstone Enterprise product, but it performs vulnerability assessments using a subscription-based model that requires no hardware deployment onsite.

Symantec Managed Security Services

Symantec is very well-known for its utilities and security products, so it should come as no surprise that the company is also offering managed security

services for customers who want to outsource their security needs. Symantec's Managed Security Services include a Security Policy Compliance Service, a Virus Protection Service, and an Internet Vulnerability Assessment.

The vulnerability assessment piece scans all "Internet facing" elements in a business, including mail, DNS, and ecommerce servers, as well as security devices such as firewalls. The scanning

SNAPSHOT

Symantec Managed Security Services

Managed security services, including vulnerability scanning, for those businesses that want to outsource security functions

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service checks for vulnerabilities and provides client reports detailing problems and possible courses of action to take to resolve them.

Optional services include increased scan and reporting frequency, vulnerability assessment for additional systems, and onsite consulting to assist businesses in implementing solutions to discovered problems.

Options To Protect Your Network

These applications are only a sampling of the various vendors vying for your IT dollars in the vulnerability management marketplace. Other companies providing vulnerability management products and services include industry stalwarts such as IBM and CA, as well as lesser known players such as nCircle, Qualys, TruSecure, and NeXpose.

As hackers get smarter and greedier, the need to rely on vulnerability assessments that constantly test your business for security weaknesses will be a security must-have. Many of the services and applications available in the marketplace today provide a plethora of vulnerability assessment features to help protect your business.

But remember that as long as hackers and other digital criminals seek out new vulnerabilities, the good guys will forever be in a defensive posture waiting for the next attack to be unleashed. Investing in vulnerability assessment is just one of the steps you can take to bolster your defenses and protect your business. 

Buying Tips

Here are some factors to look for in vulnerability assessment applications.

Timeliness. Look for a vendor with dedicated resources who can deliver application updates as quickly as possible. Viruses and worms travel fast, so your defenses should react just as quickly.

Featuritis. Shop carefully and only purchase a comprehensive suite if you'll use all the pieces. Otherwise, you're paying for extra stuff you won't use.

Outsource. Managed services can be a boon, especially if you lack the in-house expertise to manage an in-house solution.

Outsource, part two. If you outsource, be sure to carefully study all aspects of your subscription agreement, from pricing to specific systems scanned.

Updates. Look for applications that offer automated updates; with subscriptions, this is a moot point.

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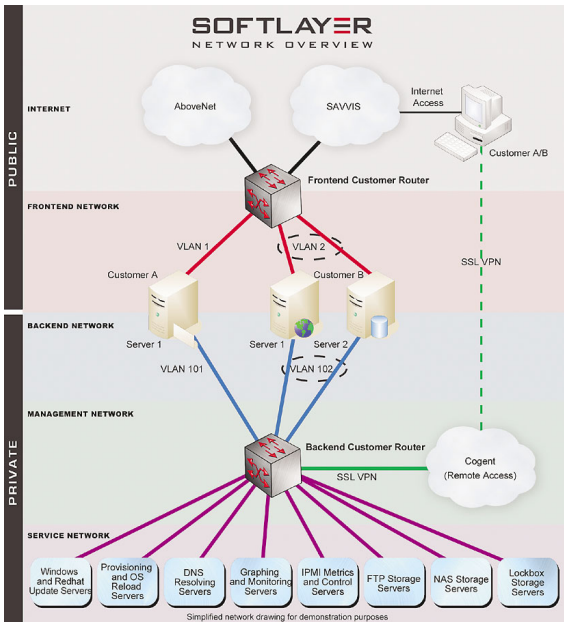
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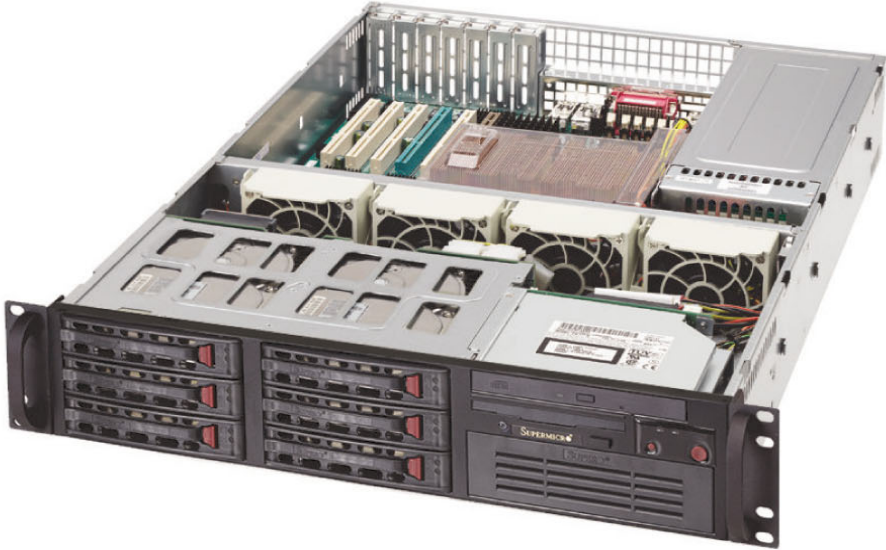
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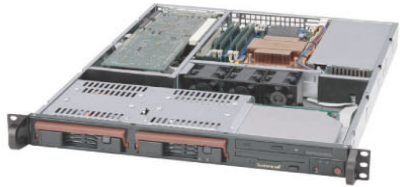
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Keeping Backup Information Secret

Tape Encryption Can Help, But Companies Are Slow To Embrace

by Frederick Nevin
• • •
OVER THE PAST several months, a number of high-profile companies have endured embarrassing publicity concerning the loss of sensitive customer data.

Consider that on Dec. 31, while many people were celebrating the new year, executives at Marriott Vacation Club International were trying to explain how the company lost information on 206,000 customers a few days earlier.

In another instance, top managers at Peoples Bank in Bridgeport, Conn., found themselves working late in early January after the bank acknowledged it had lost a tape with vital information on 90,000 of its personal credit line customers. The tape was lost from a UPS truck in transit to Trans-Union, a credit reporting bureau. Since that time, Peoples Bank has ditched transporting backup tapes in favor of sending information to credit agencies via encrypted electronic transmissions. The tape has not yet been recovered.

Still Transport Tape

Unlike large companies such as Peoples Bank, many small and mid-sized enterprises still transport information on backup tapes and find themselves wrestling over how to best protect the information on the tapes.

One solution, say industry experts, is to use encryption to make the data unreadable.

“Encryption is not going to prevent tape loss if it is missing from a truck,” says Ed Rossner, director of IT and operations for RMA (Record Management Archiving) in Easton, Pa. “But encrypting information will safeguard the data when transmitting it, and it will not be understandable if the tape should happen to get lost,” says Rossner, a 40-year IT veteran. “It will take a real hotshot to

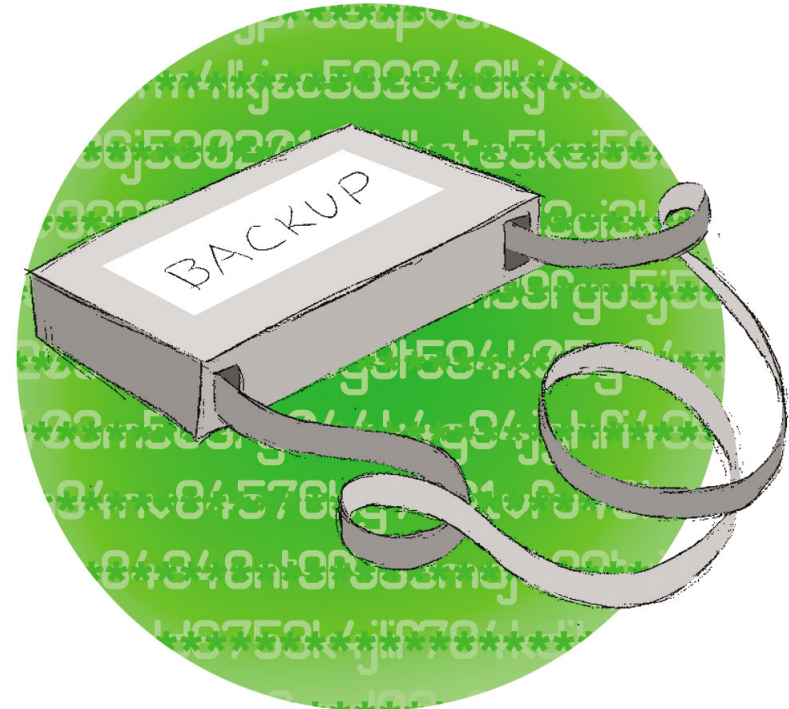
decode the tape, not a mediocre IT individual or conservative user. It would have to be someone who does things like put viruses out there [on the Internet],” he says.

Although there are many types of software that encrypt information, Rossner says a company is better off using what is already on its hardware. “Most equipment, tape drives, and disk drives have encryption capability. Why not use it?” he says.

If your hardware is older and does not have encryption capability, then you must turn to software, Rossner says. He says using the encryption capability on your hardware is preferable, even though it will slow down writing data on the tape. Still, it is faster than using software, he says.

Iron Mountain, one of RMA’s competitors, agrees with the need to encrypt information. Shortly after the company lost a customer backup tape, the company advised that all companies should encrypt backup tapes, regardless of their size.

“We continue to advise on the criticality of tape encryption, but many companies still have yet to implement encryption as part of the



backup process because it can add layers of complexity and increase the time required to successfully complete the backup process,” says Kevin Roden, CIO of Iron Mountain. By failing to do so, he says, a company slows down the process to recover data when needed.

Know Your Needs

Similar to any other tool for the office, deciding on an encryption product starts with knowing the company’s needs. Application

encryption is the most powerful and most complex to use. It might serve well if you have more than one database, but it is more than most companies need for items such as backup tapes. There are a number of software and hardware products that can handle tape backup encryption without the complexity.

Kasten Chase (www.kastenchase.com) makes several encryption products. Its Assurance SecureData protects data through automated key management. The product is based on the ACA 2400 crypto-accelerator and driver that sit on the backup server. It makes sure all company security and encryption policies are met. The product can encrypt all data or do it selectively, letting the user choose which storage disks or specific segments of a disk to encrypt.

NeoScale (www.neoscale.com) offers the CryptoStor Tape 700 series that can work in networked, remote, or direct-attached and virtual tape systems. The series works off a global key management system and incorporates user-defined encryption policies.

Take Better Care

Despite the products available and data that have been lost,

most companies still don’t encrypt their backup tapes, says Iron Mountain’s Roden. Norris Beren, director of the Emergency Preparedness Institute, a nonprofit group based in Mt. Prospect, Ill., questions why so many companies don’t take better care of sensitive information.

“Why we would take information that is unprotected and put it into general commerce does not make sense,” says Beren, who has spent many years in the transportation industry. Although encryption is good, Beren says, it is only part of the answer. All sensitive information needs to be protected, he advises. This is especially true for small companies that can suffer huge losses in financial assets, reputation, banking, vendor, and customer relationships.

The industry needs to put in place additional safeguards along with encryption, he says. “We need to protect more than the first two layers. We need to provide safeguards that cover more than the obvious,” says Beren.

RMA’s Rossner predicts that encryption will be around for a long time, but tighter controls are required, particularly when it comes to wireless technology. Data will be vulnerable when transmitting it outside a company in a wireless environment, he predicts. Like Beren, Rossner also believes a company selecting an offsite storage facility should make sure the company has safeguards against losing tapes. Utilization of barcodes on tapes in transit and global positioning systems on trucks can help a company know where the tapes are at any given time, adds Rossner.

Beren urges companies to create a preparedness and prevention program by reviewing business operations and identifying information theft exposure, evaluating hiring procedures, and developing an awareness culture. He recommends encrypting data on notebooks, desktops, networks, and remote access devices; updating security software; and saving data daily to networks, especially off-premises using third-party vendors. ■

Manufacturers Of Tape Encryption Products

Manufacturer	Product	Type
Decru, A NetApp Company www.decru.com	DataFort FC-Series	Hardware
Kasten Chase Enterprise www.kastenchase.com	Assurency Keystone	Hardware
	Assurency SecureData	Hardware
NeoScale Systems www.neoscale.com	CryptoStor Tape 700	Hardware
	CryptoStor Tape 500	
Vormetic Appliance www.vormetric.com	Coreguard	Hardware

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Key Security Areas For SMEs

Continued from Page 1
at security firm CipherTrust. “Enterprise administrators have been looking at it as a spam problem, but it needs to be seen as a virus issue instead.”

Microsoft has added major antiphishing controls to Vista, its forthcoming operating system, but until then, SMEs should concentrate on choosing antivirus products that specifically address phishing, Hernandez notes.

Message Received

Now that instant messaging is lodged more firmly in the enterprise space, SMEs will have to address how IM and other messaging technologies fit in to the security plan. Also, because these messages are often sent using PDAs or notebooks, mobile security protection needs to be a greater focus.

“Vulnerability management as it relates to messaging and mobile devices is going to be important in the months ahead, and SMEs should devote at least a portion of their security budgets to it,” says Hernandez.

IT departments may find mobile messaging gateways especially compelling because they provide security while helping users manage a number of devices. Examples include Good Technology’s GoodLink (www.good.com), Nokia’s Intellisync Wireless Email (www.intellisync.com), and JP Mobile’s

SureWave Mobile Office (www.jpmobile.com).

Product Integration

As every IT manager knows, the number of products on the market that address security issues is dizzying. From applications that address specific vulnerabilities to hardware-based firewalls, options abound. Where SMEs are likely to put some budget funds in the next year, though, won’t be on putting more controls in place, but rather in creating a framework where all the pieces can logically fit.

In a recent conference address, Cisco Chief Executive John Chambers predicted the end of “pinpoint” security applications and noted that to stop online threats, security has to be integrated throughout the network

with an underlying architectural approach. SMEs should be focusing now on how their security pieces integrate. Chambers says companies will see many securi-

SMEs should be prepared to devote part of their budgets to both physical and network access.

ty products moving into the network fabric.

Fire With Fire

Another area of focus for SMEs should be in creating the most bulletproof firewall they can, says Javier Santoyo, development manager at Symantec Security Response. Although many companies already have strong controls in place, Santoyo notes that some attention, and potentially more budget money, should be put into securing the digital perimeter.

“It’s extremely difficult for anyone to get into networks if they’re well protected,” he says. “Putting more network controls in place limits threats like viruses or

phishing attacks because attackers simply can’t get on to the corporate system.”

Some network protection systems, including those from vendors such as Fortinet (www.fortinet.com), Cyberguard (www.cyberguard.com), Celestix (www.celestix.com), and ZyXel (www.zyxel.com) address SME environments in particular and can be configured and managed fairly easily. Santoyo recommends more firepower be put in place so that the firewall protection is already present if the company begins to expand its operations.

Access Pass

Although access management has received attention from SMEs in the past few years, the area is likely to become even more important in the near future, Gartner predicts. More mobile workforces and easier access to company networks are creating the need for stronger protection.

SMEs should be prepared to devote part of their budgets to both physical and network access. Physical security can be gained with products such as fingerprint

More Security For Less Money

- Use one or two vendors, rather than a number of them, for better pricing and support
- Consider hosted services that can scan the network and issue alerts
- Automate as many processes and tasks as possible
- Invest in regular security training for IT staff
- Renegotiate contracts with vendors

readers, which have seen price drops in the past few years, making them more affordable for SMEs. Vendors such as Identix (www.identix.com) and Bio Slim Disk (www.bioslimdisk.com) offer products that combine portability and authentication for smaller enterprises.

Network access is a bit more complex than carrying around a fingerprint reader, and it requires multiple controls, says CipherTrust’s Hernandez. User policies, identity management, and intranet controls are all part of this area. But considering that the network is the backbone of the company, putting extra budget money into network protection is a good investment, security experts note. ■

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Protecting Corporate Notebooks

Encryption Just One Element In Overall Plan

by Paul Ferrill

AS TODAY’S workforce becomes more mobile and the regulatory climate stricter, the need for protecting the data on mobile devices becomes more critical. Lost or stolen notebooks, PDAs, and smartphones represent a significant threat to any company’s sensitive data. Encryption is the most obvious way to protect corporate data, but that in turn begs the question of what you encrypt and how.

With increased legislation related to the protection of various types of personal and health-care information comes the obligation to safeguard that information. In California’s Senate Bill 1386, personal information is defined as social security number, driver’s license

number or California identification card, account numbers, credit card numbers or any security code, and an access code or password that would permit access to an individual’s financial account. The law requires notification of any possible victim in the case of a loss of this type of data.

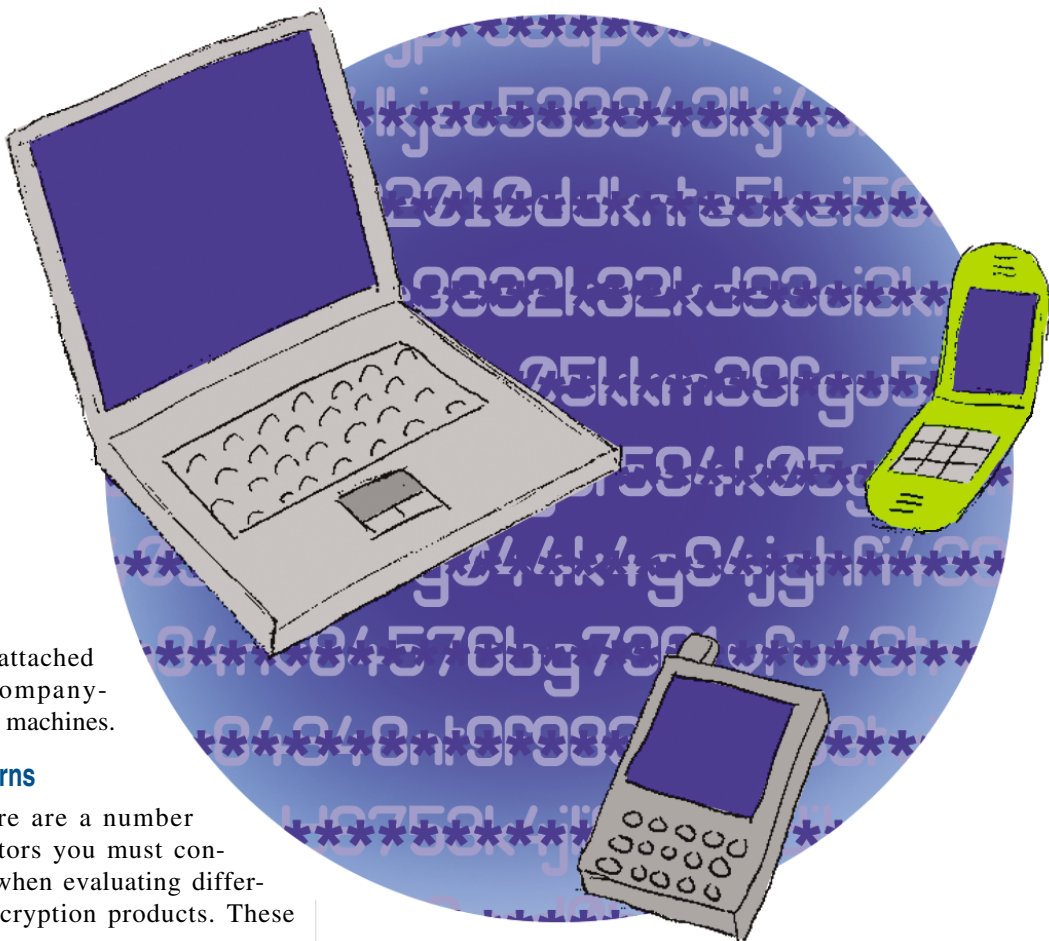
One of the first questions you need to answer is what machines and devices in your company need to have encryption installed. The simplest answer is any device that could possibly have data on it that would be damaging if obtained by someone outside the company. In many cases this could extend to desktop computers, especially if your company allows removable media such as USB or FireWire drives, memory sticks, or iPods

to be attached to company-owned machines.

Concerns

There are a number of factors you must consider when evaluating different encryption products. These include:

Transparency. Users will avoid taking any extra steps



Notebook Encryption Vendors

Here’s a sample of some of the notebook encryption products available from the major manufacturers in this field.

Company	Product	Description
Beachhead Solutions www.beachheadsolutions.com	Lost Data Destruction	Client/server solution that encrypts designated files and folders but not system files or executables. Also includes the ability to destroy data based on certain triggers such as high number of password failures and days since last connection to corporate network.
Credant Technologies www.credant.com	Credant Mobile Guardian	Client/server enterprise-class solution with excellent administration and monitoring tools. Works with virtually all mobile devices to provide authentication and encryption services.
Encryptx www.encryptx.com	SecurDataStor Professional	File- or folder-based encryption with user access controls. Can also encrypt email attachments.
Microsoft www.microsoft.com	Encrypting File System	File- and folder-based encryption built into the operating system.
PGP www.pgp.com	PGP Whole Disk Encryption	File/folder and whole-disk encryption products. Targeted primarily toward consumers.
Pointsec www.pointsec.com	Pointsec for PC	Full-disk encryption with integrated Smart Card support.

that take them out of their normal workflow habits. For a solution to be effective, it should work transparently behind the scenes and with little to no user intervention.

Minimal administrative demands. Most IT administrators have their plates full just keeping the network up and running. Adding an additional burden of tracking and monitoring a multitude of laptops for compliance with encryption policies would not be a welcome change.

Minimal help desk support impact. In some cases the effort required to repair and recover from a failed system disk could be greatly increased if the removal of the system disk is required. Regardless of the method chosen, the impact on help desk personnel should be considered.

Device coverage. It doesn’t do any good to protect only notebook computers when users could just as easily put sensitive

data on an external USB drive or memory stick and then have it lost or stolen. Mobile devices such as PDAs and smartphones also represent an ever-increasing threat.

Methodologies

When you look at encryption products from different vendors, the way they encrypt data boils down to two methodologies: either whole disk or file/folder encryption. There are a few variations on the file/folder method, as some products will encrypt any file found in designated directories, while others will encrypt all files of certain types anywhere on the disk.

Whole disk encryption has a few advantages. You may lose some time in the startup and shutdown process, but once the files have been decrypted, you operate just as you normally would. On the downside, there are consequences to consider if the operating system or boot

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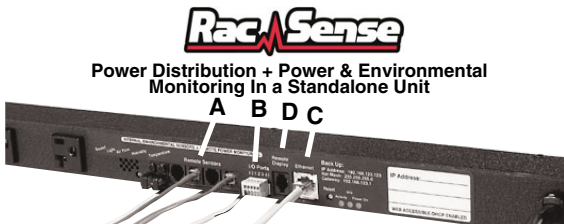
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Is This The End Of Tape?

Continued from Page 1
pushing D2D, or disk-to-disk backup.

D2D is nothing new, of course. For years companies have backed up to disk, only to write their data to tape when it's time to store it offsite. But new products from Idealstor, StarTech.com (www.startech.com), and others let you swap hard drives the same way you swap tapes, making true D2D a real option for the first time.

Tape: Too Many Mishaps

Of course, tape is still in the ascendant for a simple reason: It's cheap and always has been. Ten years ago, tape cost \$10 per gigabyte when disk cost \$10,000 for the same amount, according to Idealstor. And, of course, it's portable. With tape you can store your backup down the street or across the globe, safe from fire, flood, and theft.

But tape is no rainbow. It can break or snap (cold and dry climates hate it), lose its tension, lose its oxide and lubricants, or jam. Those robotic arms that

shuffle tapes among racks in tape libraries can break, too, sometimes when you need them most.

Tape is also slow, a problem that's getting worse even as tape gets faster. Why? Because there's more data to back up every day, but the backup window itself—the time you have to run the backup—stays the same.

The Disk Elixir

Disk is faster. Unlike tape, it's not sequential; disks use random access to read and write data, which gives them an edge with stop-and-start incremental backups. Disks' access time can be measured in milliseconds, as can their seek time, and they're harder to destroy. (Hard drives have been known to survive, sometimes unscathed, through fires.)

Disks have no robotic arms and don't lose their tension or flake apart in the cold. In recent years drive makers have even worked different levels of shock protection into their products, making them more portable as a prelude to D2D backups.

Idealstor: An Ideal Option?

Enter Idealstor and others in the growing D2D market. Once upon a time, Idealstor was a solution provider, not a manufacturer. But a client's tape problems spurred the Maryland-based firm to build a better mouse-trap.

Today Idealstor offers a one-, two-, four-, six-, and eight-bay Backup Appliance that lets you slip any ATA disk into a caddy and then slip the caddy into the device, just as you'd slip tapes into a tape drive. Your backup done, you can remove the disks and store them offsite.

For each of the Backup Appliances, the amount of storage is capped only by the size of the

hard drives you choose (hard drives are not sold with the device itself) and can run as high as 9.6TB in the eight-bay device (assuming data compression).

And the cost? The one-bay device retails for \$4,300, and you

that out just by putting in a new hard drive."

Take the DRW110ATA, a hard drive drawer that lets you swap any ATA drive in a PC without having to open its case. The drawer also has a set of shock absorbers

to cushion drives, making it a novel way to back up a single machine or even run different operating systems on the same PC. (Simply use one system per drive and swap the drives as needed.)

On a larger scale, StarTech.com's SATA-BAY3BK is designed to hold up to three SATA I or II drives in a special drawer that only needs two bay slots in a standard PC, giving you an extra drive and hot-swap capacity to boot. What's more, the SATA-BAY3BK has a cooling fan, a heat alarm, and according to StarTech.com, a data transfer rate as fast as 300MBps. The device even supports RAID for high-speed performance yet retails for only \$208.

The upshot? D2D products are convenient and wallet-friendly. They have been for John Weingarten, IT manager at the Gonzaga University School of Law, who says the Idealstor Backup Appliance has "lived up to pretty much everything that I thought it would. It's been faster, more reliable, and easier." He's even used it to restore Exchange, infamous for its involutions. But D2D made it simple for Weingarten. "We've never had so much as a hiccup," he says. "It's just been terrific." ■



StarTech.com's SATA-BAY3BK can fit three hard drives in only two slots and lets you hot-swap them in and out of your PC. It also has a high-performance fan and heat sensors to keep things cool.

can purchase the two-bay, which can easily accommodate a terabyte of data, for well under \$10,000. You can use most types of backup software, including kingpins such as Veritas Backup Exec and Arcserve BrightStor, or try Idealstor's own backup software, IBAC Data Protection.

"We realized we were doing more support calls for software than hardware," says Ginster, explaining why Idealstor devised IBAC. While it won't compress your data, it will store it in its native format, as opposed to other software that translates your data into a vendor's unique format and adds complexity (and the potential for trouble) along the way.

StarTech.com: Backup Stars

StarTech.com takes a different approach to D2D backup with products that focus on single PCs. "The real benefit [of our products] is being able to make hard drive storage mobile," says Carey Cline, StarTech.com's senior product marketing manager for removable storage. "So if you're in a situation where you've got several users sharing a PC or a situation where you need multiple operating systems, you can swap

Ejectable Disk Storage Products

D2D backup is common, but at press time we only found two companies, Idealstor and StarTech.com, that offer ejectable D2D products.

Company	Product	Description	Cost
Idealstor	BA4U-1E Backup Appliance	<ul style="list-style-type: none">Rackmount D2D backup with one removable driveIntel P4, 256MB RAM, 400/800GB capacity	\$4,300
Idealstor	BA4U-2E Backup Appliance	<ul style="list-style-type: none">Rackmount D2D backup with two removable drivesIntel P4, 512MB RAM, 800GB/1.6TB	Contact Idealstor
Idealstor	BA4U-4E Backup Appliance	<ul style="list-style-type: none">Rackmount D2D backup with four removable drivesIntel Xeon, 1GB ECC RAM, 1.6TB/3.2TB	Contact Idealstor
StarTech.com	SATABAY3BK	<ul style="list-style-type: none">Internal backplaneFits three hot-swappable SATA I or II drives in two drive baysCooling fan, heat alarm	\$208
StarTech.com	SATABAY4BK	<ul style="list-style-type: none">Same as above but fits four drives in three drive bays	\$297
StarTech.com	DRW110ATA	<ul style="list-style-type: none">External removable drawerLets users hot-swap 5.25-inch hard drives without opening the PC case	\$39.99

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Protecting Corporate Notebooks

Continued from Page 11

sector is somehow corrupted so that the machine won't boot. You're then left with an encrypted broken disk that must be removed and recovered using a different machine.

Microsoft includes its Encrypting File System as a part of the Windows 2000 and XP operating systems. Only files and folders on

NTFS volumes can be encrypted. If you encrypt a folder such as My Documents, it will cause any file to become encrypted if you copy or save it there. If you move an encrypted file to a non-NTFS drive, the files can become unencrypted. To enable encryption, you simply check a box in a file or folder's Properties page. Individual files can be manually

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encrypted with the cipher command-line utility.

Self Destruct


The absolute best protection of critical data is to destroy it to prevent compromise. A good example of that would be the old "Mission: Impossible" television series where the audio tape of instructions self-destructed in five seconds. Several vendors of encryption products add a self-destruct capability to their encryption offerings. Both BeachHead Solutions and Credant Technologies offer a data-destruction

option for critical data if certain things happen. (See chart for more product information.)

Taking the responsibility for protecting data out of the hands of a user is one of the keys to a viable solution.

viable solution. BeachHead Solutions and Credant Technologies take this approach to their products and add additional administrative tools to set various policies related to authentication and how and when a device will be wiped.

Although there are a number of good point solution products in the market, for the most part, they typically put the burden on the user. For small to mid-sized companies and larger, it makes sense to implement a solution that works behind the scenes. It also goes without saying that you should use a product that has a solid backup/restore capability to recover data from damaged disks.

The other key piece of the administration is monitoring. It won't do any good if you protect most of the key machines and one laptop gets lost that wasn't protected. A good solution uses monitoring to ensure that all devices that need protecting are covered. It also provides information to management on both the number of devices with the software loaded and others that do not. Again, the key here is to make it as transparent as possible to the user without requiring a significant amount of time or effort beyond her normal work habits. 

Threat Conditions Addressed By Security Tools

This matrix from Beachhead Solutions shows a number of different security threat conditions and examples of those conditions. When shopping for a security tool, be sure to analyze its effectiveness against each of these conditions.

Threat Condition	Example
Password integrity is breached	Password is written down on sticky note on bottom of laptop
Authorized user becomes unauthorized	Salesperson quits abruptly with computer, data, and password
Stolen device is taken with power on/standby	Computer is stolen in office when worker steps away
Data is saved in non-encrypted folder	User saves sensitive files to Desktop instead of My Documents
Temporary rights to data expire but data remains	Marketing consultant analyzes consumer data on own computer for a contracted period
Sensitive data left on removable drive	Laptop is lost with thumb drive containing data still in USB drive
Compliance failure with FACTA Disposal rule	Consumer credit data on desktop not destroyed in timely way
Hard drive pulled and/or mounted as slave	Thief attempts to read data off pulled drive without password
Data on hard drive is damaged or wiped	Thief reformats drives before selling computer
Lost computer too costly to replace	Student loses laptop and cannot afford a replacement device

With most programs, an IT administrator can determine exactly when to destroy data. The most common reason would be a brute-force password-cracking attempt or a significant number of failed password entries. The actual destruction of the data consists of a set number of overwrites with known patterns to make sure any data remnants are erased.

Administration

Taking the responsibility for protecting data out of the hands of a user is one of the keys to a

SPONSORED LINKS	
Centennial Software Endpoint Security: Total device access control www.Processor.com/DeviceWall	Memory Experts International Stealth MXP: Secure digital identity and encrypted storage www.Processor.com/Memory



AIC

Advanced Industrial Computer, Inc.

California Branch
17970 E. Ajax Circle
City of Industry, CA 91748
Tel: 626.581.4300
Fax: 626.581.4320
Email: info@aicipc.com
URL: <http://www.aicipc.com>

New Jersey Branch
11 Melanie Lane, Unit #20
East Hanover, NJ 07936
Tel: 973.884.8886
Fax: 973.884.4794
Email: info@aicipc.com
URL: <http://www.aicipc.com>

AIC Europe BV
Peppelkade 58,
3992AK, Houten, the Netherlands
Tel: 31-30-6386789
Fax: 31-30-6360638
Email: hc@aicipc.nl
URL: <http://www.aicipc.com>

1.5U

Form Factor

Server Enclosure

As the worldwide server and storage enclosure designer and manufacturer, AIC continues to provide cutting-edge enclosure solutions by unveiling its 1.5U server enclosure, RMC15 to the industry. Due to higher CPU speed and consequential thermal issue faced by most of the 1U platform, AIC has designed an innovative 1.5U platform providing superior cooling and expansions over 1U, and storage capacity of a 2U enclosure. Moreover, RMC15 has less vibration and noise issues comparing to other 1U platforms. By having 0.5U less space, we can fit 7 more servers per 42U cabinet. This chassis is ideal for high performance computing, enterprise server (SAS version), and general purpose server.

WHITE PAPER & DATASHEET
<http://www.aicipc.com/RMC15.asp>

Features & Benefits

Compared to 1U form factor

> 31% More airflow
> Less Fan Acoustic Noise
> 23% Thermal Improvement
> Less Vibration Issue
> Lower maintenance cost

Compared to 2U form factor

> Less Space required for the same storage capacity
> Higher I/O Performance per Rack
> More cost-effective



Model Number: RMC15

Where To Buy:



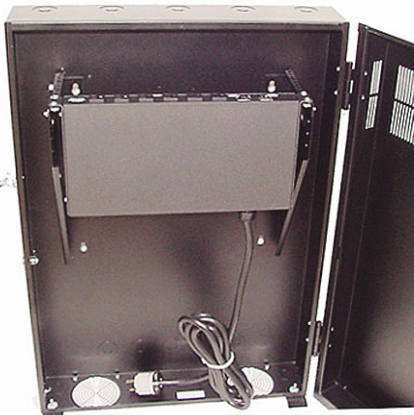
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Mention This Ad For A Free Cagenut Removal Tool!

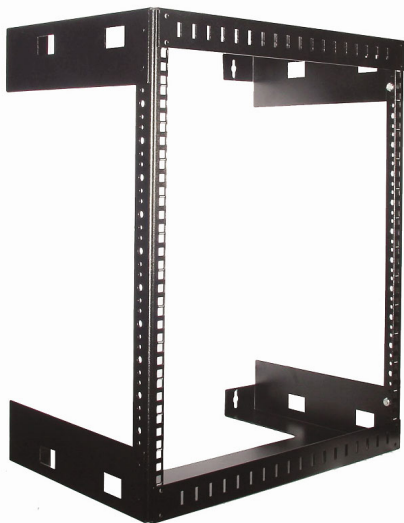
Long Wallmount Rack



- Universal Rack Rails**
Takes Servers Up To 31" Deep
Available in 4U, 6U & 8U
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 - Rack backpan includes venting and optional fan mounting with grills
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- See our IT70 GSA Schedule #GS-35F-0208R**

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Unparalleled Versatility
Open or Enclosed Racks
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More choices than you ever dreamed of!
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www.Processor.com/AccessFloors

Manufacturer Presentation

Physical - Racks & Furniture Advertisement

CPI's TeraFrame™ Cabinet System: Infinite Configurability Without Infinite Waiting

Chatsworth Product Inc.'s new TeraFrame Cabinet System is infinitely configurable and can be personalized to meet specific data center needs, arriving ready to install in five days*. Available in three different widths (600, 700 and 800 mm), 12 heights and 17 depths, choose from 612 standard sizes to configure a customized solution.



Designed to solve thermal issues in the data center and lessen the need for expensive cooling equipment, the TeraFrame Cabinet offers advanced thermal control with no single point of failure, thus delivering a Tier 4 solution for high-density applications and protecting expensive computer equipment. Choose from a variety of options and accessories to achieve maximum cooling.

CPI's Snap-In Filler Panels block airflow through open rackmount space, keeping hot air in the rear of the cabinet. You can secure filler panels to the square-punched equipment mounting rails of the TeraFrame by snapping them into place, eliminating the possibility of misplacing hardware. When used together with the Air Dam Kit, airflow is blocked around the top, bottom and sides, directing cool air to equipment.

Select from up to 612 sizes to create a custom cabinet that arrives ready to install in only five days.
CPI's TeraFrame Cabinet System gives you the ability to personalize cabinets by configuring the options and accessories that work best for your data center without the long lead times associated with customized products. Designed specifically to solve thermal issues in your data center and lessen the need for expensive cooling equipment, the TeraFrame offers new patent-pending thermal control with no single point of failure. TeraFrame cable management keeps network and power cables separate, controls power cord slack and supports multiple power strips or PDUs for full power redundancy.

Chatsworth Products Inc. (CPI) is a leading manufacturer of systems designed to organize, store and secure IT infrastructure equipment.



For More Information: www.Processor.com/Chatsworth (800) 834-4969

Manufacturer Presentation

Physical - Cable Distribution Advertisement

Belden IBDN End-to-End Cable Management



Belden CDT Networking, a global leader in the design, manufacture, and marketing of a wide range of cabling and connectivity solutions for the networking marketplace, has a new line of Belden IBDN Cable Management Solutions. As one of the largest structured cabling system suppliers in the industry, Belden CDT Networking has leveraged its resources to enable end-to-end, integrated cable management and maintenance. Belden IBDN cable management components are available for every kind of commercial network installation, including data centers, riser systems, telecommunications closets, horizontal wiring, and workstations in single buildings or campus networks.

The new product line includes:

- **Enclosures and Racks.** Floor and wallmount enclosures and racks are available in a variety of standard and custom designs. The line also includes numerous mounting, cable, and patch cord management options and accessories. www.Processor.com/Belden2
- **Cable Ties.** Belden IBDN Cable Ties come in a complete range of sizes for varying load capacities and are available in standard or weather-resistant nylon and Velcro®. www.Processor.com/Belden3
- **Surface Raceways.** The Belden IBDN Surface Raceway System, which provides a functional, affordable solution for wire enclosure applications, includes extruded raceways with preapplied adhesive backings, plus a variety of fittings and junction boxes. www.Processor.com/Belden4

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Manufacturer Presentation

Physical - Power Distribution Advertisement

Power-over-Ethernet Solutions



Midspan Power-over-Ethernet Controller

ADC's Midspan Power-over-Ethernet Controllers provide a flexible way to power IP devices over a local area network. The IEEE 802.3af-compliant midspan controllers reliably power VoIP telephones, Wi-Fi access points, security cameras, and other IP devices. ADC's midspan controllers eliminate the need to upgrade expensive Ethernet switches or install local power at the device, saving time and money. Delivering up to 15.4 watts of power per port, ADC's midspan controllers support a broad variety of Power-Over-Ethernet-enabled devices by detecting device presence and transmitting appropriate power according to IEEE 802.3af or legacy inline powering standards.

Product Features

- Dual compatibility with IEEE 802.3af and earlier devices
- Detects device presence and transmits appropriate power, achieving dual compliance to IEEE 802.3af and Cisco's legacy inline powering standards
- Delivers up to 15.4 watts of power on all ports
- 24-, 16-, 8- and 4-port platforms available to support diverse applications

www.Processor.com/ADC2

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Fax: (952) 917-1717



Product



Releases

PHYSICAL

Cabling

■ **HellermannTyton** released Shielded RapidNet, a preterminated network cabling product. The package lowers installation time by more than 75%. The device has new security and protection features and supports Gigabit Ethernet. The system has a Kevlar binder that encloses six Cat-6 ScTP (screen twisted-pair) cables. Shielded RapidNet cassettes have metal plating inside and outside, ensuring proper system grounding and screening the cables from electrical noise. Potential customers can create a bill of materials free via HellermannTyton’s online RapidNet Project Estimator. The links are tested to TIA specifications and the Shielded RapidNet system includes a 25-year warranty.

Cable Distribution

■ The 96-count FSC is the newest OSP (Outside Plant) cabinet in the Fiber Scalability Center line from **APA Cables & Networks**. Designed for FTTP architectures, the cabinet features the compact design independent broadband service providers want while still providing easy port access. The 96-count FSC features

APACN’s One-Touch installation system with the slide-out Valet Parking design and prepared pigtails. It supports 12-fiber cassette patches and splices.

Power Distribution

■ **Aphel** launched its DBH2 Series of Rackmount PDUs (protocol data units) designed to support blade servers. This series of devices can support up to six 2,900W servers with four power supplies. Available with either 12 C19 or L6-15R outlets for redundancy, the DBH2s provide 17,200W power in a 2U chassis. If you have small servers and ancillary equipment that require support, optional satellite power units are available. The DBH2 series employs the Easy-Read digital ammeter, a color display that can be read from up to 12 feet away.

COMMUNICATIONS

Optical

■ **Cisco** announced the ONS 15310 Metro Access multiservice provisioning platform, which delivers Carrier Ethernet services over SONET (Synchronous Optical Network). It is a modular and fully redundant access platform that complements the Cisco ONS 15454 system.

■ **Coastcom** expanded its optical product line with the release of the RazorAccess 1600 MSPP (Multi-Service Provisioning Platform) and the RazorAccess 800 Next-Generation SONET/SDH ADM (Add Drop Multiplexer). The RazorAccess 1600 is a single-rack unit that combines the functionality of a SONET/SDH ADM, Channel Bank, DACS (Digital Access Cross-Connect), and Layer 2 Ethernet Switch. It supports a variety of voice and data plug-in modules and can yield speeds up to OC-12/STM-4. The RazorAccess 800 features TDM services, as well as Gigabit Ethernet and Fast Ethernet on a half-rack platform. It can combine nxT1/E1 digital access and Ethernet VCAT (Virtual Concatenation) with cross connect capabilities.

Security

■ **Trend Micro** announced it has teamed with Cisco to enable new content security offerings for Cisco’s ASA (Adaptive Security Appliance) 5500 series of network devices. The Cisco ASA CSC-SSM (Content Security and Control Security Services Module) delivers universal content control and threat prevention at the network edge. The security offering provides antivirus, antispam, antiphishing, antispware, content filtering, and URL blocking and filtering. When data enters the Cisco

ASA 5500 Series, the CSC-SSM identifies any questionable content and subsequently stops it from entering the network. With Trend Micro’s Control Manager, the company assists in managing multiple CSC-SSMs.

Storage Networking

■ **QLogic** launched plug-and-play SAN kits compatible with Microsoft Simple SAN for Windows Server 2003 initiative. The new kits consist of QLogic 4Gb and 2Gb Fibre Channel products, including switch, HBAs, and connectors, and are installed with Hitachi TagmaStore Adaptable Modular Storage and Workgroup Modular Storage. Hitachi Data Systems is the first company to receive the Microsoft Simple SAN designation for a complete Fibre Channel bundle.

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■ **SANRAD** announced the iSCSI V-Switch 3800 for IP SANs. This switch supports Windows, Linux, SUSE, Solaris, AIX, HP-UX, and Netware. It is also compatible with iSCSI LAN, MAN, and WAN. The V-Switch 3800 has eight autosensing FC storage ports and three Gbit iSCSI Ethernet ports for iSCSI storage. It supports two-, three-, and four-way local synchronous data mirroring and automatic failover, fallback, and multipathing. The V-Switch 3800 includes SNAPshot and ROLLback functions.

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Powering Up The Enterprise

Aphel Launches Its MT3 Series Of High-Density Rackmount PDUs


by Joseph Pasquini

. . .

AS POWER CONSUMPTION requirements related to the ratio of server density per rack continue to escalate, technology managers are increasingly being confronted with the need to better manage power distribution throughout today’s data center environment. To help facilitate these increased electrical loads, power solution provider Aphel has introduced its new MT3 Series of high density rackmount PDUs (power distribution units). Intended for mission-critical applications or other similarly challenged infrastructure roles, the MT3 Series of PDUs is designed to address the maximum power needs of both standard and blade servers. “Since its development,

we have seen huge interest, particularly from our customers who face difficulties powering their high density servers,” says Kevin Macomber, vice president of business and technology development at Aphel Technologies. Due to its ability to support a high concentration of servers within an enclosure, the MT3 significantly simplifies and lessens the costs associated with rackmount power management. Available in multiple configurations, the vertically oriented MT3 Series PDUs feature a fuseless design capable of providing power output ranging from 5,000 to 8,600W. The MT3 also features clearly labeled circuits for easy identification, as well as isolation hardware to improve product

grounding. To increase product reliability and provide fault tolerant operation, the PDUs are constructed with high-grade components assembled using soldered or mechanical connections. According to Aphel, its UL listed (UL489) branch circuit breakers meet the demanding UL60950-1 Edition requirements. The MT3 is available in base configurations designed for 30A-208V, 30A-3 Phase, and 20A-3 Phase operation. Metering or serial-based remote monitoring capabilities are also available via Aphel’s optional rPower remote power management technology. Featuring a high-resolution, automatically scrolling color display, the Easy-Read digital ammeter lets data center operational personnel view vital statistical information through an enclosure door from as far as 12 feet away. “The autoscrolling ammeter is the first of its kind in



SNAPSHOT

Aphel MT3 Series of Rackmount PDUs

\$350 to \$1,200, depending on power capability


High-density, vertical power distribution units ranging from 5 to 8.6kW designed for both standard and blade server configurations

www.apheltechnologies.com

the marketplace,” says Macomber. The rPower unit connects to traditional console port switches and can be managed simultaneously with other RS232-based devices. Aphel faces competition from other vertically oriented power solution providers, including offerings from Liebert (www.liebert.com), Baytech (www.baytech.net), and APC (www.apc.com). However, according to Aphel, the MT3 Series differentiates itself from the other contenders due to its more vigorous mission-critical design and multitude of available configurations. “We have significantly more configurations than the competition,” says Macomber. Liebert’s MP Advanced Power Strips and APC’s Metered and Switched Rack PDUs, however, support more advanced remote monitoring capabilities including network support and alarm notification. ■

Power Distribution

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- Dual power feeds in one enclosure
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- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models
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- Power-up Sequencing




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- Field-Replaceable internal Global Secure Modem



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Product Releases

Continued from Page 16

Switch

■ **Cisco** introduced the Cisco ME 6500 Series Ethernet Switch, a product for its Carrier Ethernet portfolio and an enhancement to its Internet Protocol Next-Generation Network architecture. The company says the ME 6500 Series are the industry’s first Carrier Ethernet switches optimized for both consumer “triple play” (video, voice, and data) services and business-class virtual private network services over fiber-optic networks.

Telephony

■ **Patton Electronics** is targeting businesses that want to cut the cost of delivering services to customers with its new 3088/T and 3088/K RocketLink-G NTUs. The RocketLink-G series reaches farther than traditional T1 and E1 circuits, thanks to G.SHDSL. The RocketLink-G software features loop-back capabilities for local and remote locations. It also includes free online updates. As with all other RocketLink-G models, the new models work with any other RocketLink-G NTUs and have the NetLink plug-and-play feature. The 3088/T has an RJ-48C receptacle that supports the T1/E1 interface. The 3088/K

has an RJ-48C receptacle and two BNC connectors. The 3088/K model offers a G.703/G.704 interface.

END NODES

KVM & Console Access

■ **ATEN Technology** announced the KL1116 Hideaway LCD KVM Switch, a 16-port KVM unit available in 15- or 17-inch models. This new model has a dual-rail design that lets the console slide back while keeping the LCD panel in sight, even when the server rack door is closed. The KL1116 has the KH0116 KVM device built into its LCD unit. Users can control up to 512 servers through daisy chaining up to 31 additional KH0116 units. The KL1116L (15-inch) and KL1116M (17-inch) models have respective prices of \$3,145.95 and \$3,495.95.

■ **Minicom** announced KVM/IP devices that provide legacy KVM support. The first of the new devices is the PX, an IP device that provides unblocked access to a single server. Minicom also announced Smart IP Access (an IP device that gives KVM/IP access to servers connected to most KVM switches) and IP Control (an IP device that provides remote access to servers and legacy

switches that are outside the KVM.net network). Minicom’s new products offer video, mouse synchronization, SSL encryption, and remote Serial control.

■ The new UC-14 from **ConnectPRO** is a 4-port USB KVM switch that lets you connect a USB keyboard and mouse to as many as four servers. The UC-14 lets users switch between systems using specific hotkey combinations and an on-screen display provides users with additional information. The two USB ports included on the UC-14 are geared specifically for mice and keyboards, so the UC-14 cannot act as a general purpose USB hub. ConnectPRO also notes that the UC-14 does not fully support multifunctional keyboards.

Mobile

■ **Eurocom** launched its M590K Emperor Supernotebook. This notebook has a 19-inch display, 64-bit AMD Turion64 processor, and Nvidia Dual-VGA technology. The 19-inch WSXGA+ TFT LCD screen has a native resolution of 1,680 x 1,050 and 290-nits brightness, which means that the display will be readable even in direct sunlight. Users have their choice of a Dual-VGA or Single-VGA graphics configuration. This

notebook also comes with up to 2GB of DDR400 RAM and up to a 120GB 7,200rpm SATA-II hard drive. For desktop-like comfort, this notebook has a full-sized 102-key keyboard with separate numeric keypad.

■ The new Audio Advantage Amigo from **Turtle Beach** is a USB audio adapter suitable for use with notebook or desktop PCs. It provides output in digital S/PDIF, analog stereo, and simulated analog surround sound. The set includes a headset with a microphone, so it can support Skype, MSN Messenger, and other VoIP phone applications for users on the go. The \$49.95 Amigo also allows pass-through of 5.1 Dolby Digital or DTS audio to external decoders or receivers.

Server

■ **Tyan’s** new Transport PX22 is a low-end server targeting small and medium-sized businesses. The PX22 has plenty of server-class features, including support for single- and dual-core AMD Opteron processors, support for up to 4GB of DDR400 ECC memory, and two Gigabit Ethernet ports. The PX22 also includes an internal SATA II port with support for RAID. An optional

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Edge Out The Competition

Discover Printing Cost Savings With Kyocera TCO Optimizer

by Ed Tittel

TODAY’S CAPITAL AND IT equipment markets are driven by price and costs as never before. Salespeople need good tools to help them sell into such situations, and Kyocera Mita America has put together a real gem. The Kyocera TCO Optimizer is a .NET-based program that goes out and discovers all the networked printers it can find from the Windows machine upon which it’s been installed and then reports back on what it discovers. Furthermore, the software can draw on a database of known costs related to all the printers it recognizes and provide average cost-per-page output for both color and monochrome printer models.

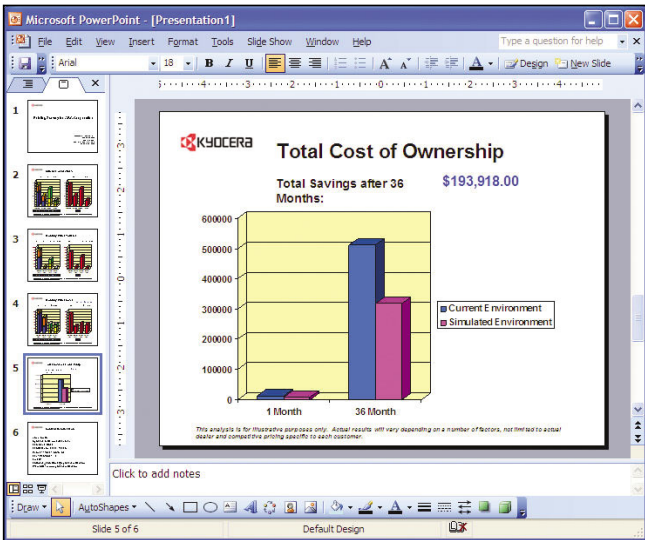
The program begins with an initial period of discovery once a potential customer obtains a copy from an authorized Kyocera dealer or a salesperson installs the program with the customer’s consent. According to Victor Jacksier, software product manager, it’s typical to leave the software running for up to two weeks in larger enterprises where large numbers of print devices are typically attached all around sizable networks at multiple sites on corporate networks.

Once the discovery phase is complete, the program is incredibly easy to operate. Users simply navigate across the various tabs at the top of the program window, starting with

Initial Discovery and working from left to right until they produce a report that estimates potential savings possible. The basic idea is to decide how many printers will be upgraded or switched from competitive models to equivalent Kyocera models and then run some numbers on costs involved and savings realized. The bottom line is demonstrated in the illustration, taken from a PowerPoint presentation automatically generated by the program. It illustrates savings of \$193,918 over a 36-month period, after switching from a mixed bag of 209 competitor units to a like number of Kyocera units.

The real value of the program, according to salesperson Dave Brouwer of Coast Copy, is “that customers often don’t realize what each of their print devices can do, nor how much the per-page output cost is for each one.” By gathering up all this data on their customer’s behalf, the tool does a great job of documenting current printing costs. By comparing those costs to what equivalent Kyocera models can do with the same print volumes and loads, it creates abundant sales opportunities.

Understanding Kyocera competition in this situation is stunningly obvious: They are identified in the demo program, which lists printers from Canon, HP, Lexmark, IBM, Ricoh, Xerox, and “Others.” But Jacksier underscores the company’s coup with this tool when he explains that “TCO Optimizer is designed to do something that other vendors currently do not do or do not offer.” He also goes on to say this tool gives those who sell Kyocera printers in competitive situations a nearly unbeatable edge.



SNAPSHOT

Kyocera TCO Optimizer

Free upon request from any authorized Kyocera dealer

.NET-based software tool that discovers and details information about all network-attached printers it finds within an organization; estimates savings on per-page costs that could be realized by switching to Kyocera printers; permits nearly every input value to be tweaked for easy what-if scenarios

www.kyoceramita.com

Power Management

www.Processor.com/BayTech3



24 Receptacle Remote Power Monitoring & Distribution

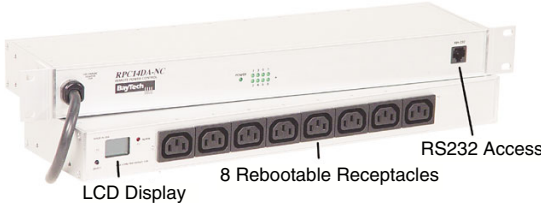
- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Display
- RS232 Interface 120/208VAC 10,20,30A Models
- Power Distribution and Monitoring In One Unit



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Power Management

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8 Receptacle Power Control and Monitoring

- Current, Voltage, Power, and Temp Monitoring
- LCD Screen Displays Power Monitoring Information
- RS232 interface, 120/208VAC 10,20,30A Models
- Turn On, Off, or Reboot any or All Receptacles



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Product  Releases

Continued from Page 17

kit provides support for hot-swappable drives. The system also supports PCI-E as well as older PCI devices. An integrated ATI chipset provides video capabilities. An optional front-panel LCD kit is also available for hardware monitoring purposes. The PX22 is compatible with Microsoft Small Business Server 2003. The PX22 is branded as an AMD True Server Solution.

Storage

■ **BlueArc** released the Titan 2000 Series of storage systems, aimed at customers who require high-speed access to their storage environment. The new units support true 10-Gigabit Ethernet, without the use of an add-on NIC. The Titan 2100 and Titan 2200 feature six Gigabit Ethernet ports and two 10-Gigabit cluster-interconnect ports. BlueArc plans to release modular blades that support 10-Gigabit Ethernet throughout the system later this year.

■ According to **Dot Hill**, its SANnet II FC-G (Green) storage array makes the company one of the first in the industry to produce Fibre Channel RAID storage devices that comply with RoHS (Restriction of

Hazardous Substances) and WEEE (Waste for Electrical and Electronic Equipment) directives. The SANnet II FC-G is an upgrade to Dot Hill's existing Fibre Channel technology and marks the first in a family of products that support RoHS and WEEE. The upgrade will be available April 1 to give customers plenty of time to bring their systems to comply with these regulations.

■ A partnership between **Fujitsu** and **Infotrend** has produced the EonStor S12F-R1420 4Gb Fibre Channel-to-SAS subsystem. With a maximum throughput of 780MBps, the S12F-R1420 has dual-redundant RAID controllers to offer exceptional levels of redundancy and performance. The subsystem boasts two BBUs (battery backup units), which provide auxiliary power to the cache memory in the event of a power failure. The S12F-R1420 has the following additional features: twin dual-speed cooling fans, 12 dedicated point-to-point drive channels, and a single DDR RAM module with up to 2GB capacity. This combination of features makes the S12F-R1420 ideal for tasks such as medical imaging, video stream editing, and multimedia on-demand.

■ **LSI Logic** announced its latest PCI-X SAS HBAs. These adapters feature hardware-based RAID functionality. Specific models come with integrated support for RAID levels 0, 1, and 1E. LSI's new line includes the LSISAS3041X-R, a 4-port SAS HBA, and three new 8-port cards, the LSISAS3442X-R, LSISAS3080X, and the LSISAS3800X. All of these offerings are supported by MyStorage management software, and in order to increase reliability, all use the LSI Fusion-MPT architecture.

■ Two new 3U storage arrays from **NEC** offer a mix of 4Gbps FC and SATA for SMEs. The entry-level S1500 sells for \$16,610 and up, while the midlevel S2500 starts at \$36,000. They can scale up to 17.6TB and 32.7TB, respectively. Enhanced disaster recovery and continuity software offer peace of mind, as does SATA RAID 6 support.

Storage

■ **HP** made several additions to its StorageWorks hardware starting with its StorageWorks EVA and XP disk arrays. New enhancements include concurrent iSCSI and Fibre Channel connectivity, new

EVA support for 4Gb SANs, new support for connecting EVA arrays to XP arrays, and a double-sized cache for XP arrays. HP also made enhancements to its StorageWorks 6000 Virtual Library System by adding support for new 500GB hard drives. This new support allows the StorageWorks 6000 to support capacities up to 70TB. HP also introduced its new StorageWorks MSL2024 tape library system, which includes Web-based management, an integrated barcode reader, and a tape magazine for quick loading and unloading. The MSL2024 can store up to 9.6TB of data.

■ **Ricoh** announced its new EncryptEase, a hybrid CD-R technology that contains a small ROM segment containing security information. Password protection, copy protection, and scheduled expiration of content are all supported by EncryptEase disc to help protect the content you store on the disc. An encryption application is included in the ROM and launches automatically when you insert the disc. The CD-R portion supports up to 20 different sessions. EncryptEase discs have a suggested retail price of \$6.99.

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Effectively Manage Your Organization's Web Usage

Tangent's Web Hawk Offers Low-Cost Internet Content Monitoring & Filtering

by Kurt Marko

AS THE INTERNET has exploded from an exclusive network using esoteric applications useful to only the academic and professional cognoscenti into a mass medium on par with television, the variety of content available has mushroomed. The network which once featured academic papers or doctorate projects now offers everything from online newspapers to pornography. Such diversity is a mixed blessing for those responsible for providing Internet access. The unfortunate reality is that some 'Net material is not appropriate for certain users or situations. In addition to concerns

about content suitability or offensiveness, the Web is increasingly used as a vector for distributing various forms of malware. Whether one is trying to eliminate security threats or limit legal liability, content filters have become a necessity for many network managers.

Tangent's Web Hawk, a new addition to the company's line of security products, is a standalone software application deployable on any modestly sized server running a Windows-based OS (Windows NT 4.0/2000/XP/Server 2003). Web Hawk includes an array of useful features for effective Web control, including monitors that inspect and log Internet traffic and

enforce access rules. Customizable rule sets are used to define access policy. To help streamline user management, Web Hawk can use LDAP (Lightweight Directory Access Protocol) or Active Directory to apply different policy to various user groups.

Web Hawk comes with an auto-updating Web site database that contains over 9.5 million domains, and it monitors HTTP, HTTPS, FTP, and NNTP traffic. In addition, Web Hawk can block certain downloaded file types regardless of the URL. Web Hawk also bundles two traffic monitoring utilities providing real-time network logging and bandwidth-usage reports.

Given the growing use of Web sites for virus or spyware distribution, Web content filtering is one of the hottest classes of security

software—IDC estimates an average annual revenue growth of 16.5% over the next five years. It's thus no surprise that Web Hawk faces a number of stiff challengers. According to IDC's 2004 survey, Websense was the leading product with over 28% share, followed by SurfControl

and Secure Computing (SmartFilter), with Symantec (Web Security) and Webwasher rounding out the top five. Like Web Hawk, these are all server-based applications. Another category of filtering product, built around a dedicated network appliance, is available from vendors such as SonicWall, Barracuda Networks, BlueCoat, and 8e6 Technologies, among others.

The increasing diversity of Web content means some will be inappropriate for business use or certain age groups. This byproduct of the Internet's incredible breadth, along with regulatory requirements such as CIPA and corporate Acceptable Use Policies, prompt the need for content filtering. Tangent's Web Hawk should appeal to those looking for a full-featured, yet easily administered solution. ■

SNAPSHOT

Tangent Web Hawk

Prices vary; 250 clients with one-year of updates costs \$1,000; 15-day free trial available

A Web content filtering application with extensible blocking rule sets able to monitor all major Internet protocols and a database categorizing millions of domains by content type

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Product  Releases

Continued from Page 18

Workstation

■ **Arbor Technology** launched the updated version of its 15-inch touchscreen Panel PC, the P1515, which comes with a Pentium M processor and up to 2GB DDR memory. Other features include integrated 10/100 base-T Ethernet, built-in audio and video capabilities, four serial ports, and four USB 2.0 ports. Arbor recommends the P1515 as a Tablet PC, networking communication, DVR surveillance, industrial control, process control, transportation control, point of sale, and kiosk applications.

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■ **Gateway** introduced the Gateway E-Series, which includes the Gateway E-1500 and E-2600 desktops. Both systems have Intel processors and the ATI Radeon Xpress 200 chipset with integrated Radeon X300 based graphics and a fast PCI Express x16 slot for future graphics expansion. In addition, the E-1500 and E-2600 have a minimum 512MB of RAM. Pricing starts at \$599 for the E-1500 and \$749 for the E-2600 models.

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■ **IBM** unveiled its ThinkCentre A52 family of desktop workstations. The PCs use Intel processors and have support for up to 4GB DDR2 memory. With IBM’s ThinkVantage Rescue and Recovery software, users can easily restore a previously saved image of their data, applications, and OS. The systems’ tool-less construction makes it easy to perform upgrades and repairs to ThinkCentre A52 workstations. Potential customers have the option of outfitting ThinkCentre A52 PCs with CPUs ranging from an Intel Celeron D-326 to a Pentium D-930. IBM also includes copies of Lotus Notes Client and Lotus SmartSuite Millennium Edition with all ThinkCentre A52 systems.

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■ **Shuttle** released the XPC SD36G5M and XPC SN21G5, barebones systems for Intel and AMD processors. Both models comply

with RoHS (Restriction of Hazardous Substances) and offer PCI-E slots for a separate graphics cards (although both have onboard graphics processors). The XPC SD36G5M and SN21G5 support the latest dual-core processors—Intel Pentium D or Athlon 64 X2 CPUs—and are well-suited for home-office environments. Shuttle claims the XPC SD36G5M is the world’s first XPC barebone with support for Intel’s Viiv technology.

Components

■ **Arbor Technology** unveiled the Hi-CORE-i9451, which is a full-sized slot-computing board. The device supports Intel’s LGA 775 Pentium 4 and Pentium D processors, with front-side bus speeds up to 1,066MHz. The unit also accepts dual-channel DDR2-533/667 system memory, PCI-E expansion cards, SATA- and USB 2.0-capable hardware. Arbor recommends the HiCORE-i9451 for image processing, DVR, or graphic interface controlling applications.

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■ **Maxim Integrated Products** announced a USB 2.0 controller chip with a 26MHz SPI interface. The MAX3421E host and peripheral controller features a ±15kV ESD-protected transceiver, an SPI slave interface, and pull-up and pull-down resistors controllable by software. It can operate between 1.4 and 3.6V. The chip supports a host of USB features such as automatic NAK (negative acknowledgement) until ready and sports eight general-purpose inputs and outputs for OTG signaling and other custom uses.

SOFTWARE

Application & Web Development

■ **Sun Microsystems** announced the simultaneous release of preview versions of the Java Platform Enterprise Edition 5 Software Development Kit and NetBeans Enterprise Pack 5.5. These offerings are designed to provide developers with the next-generation Java platform and tools for building and

deploying Web services and SOA-ready applications to solve business challenges. The Java EE 5 (Java EE Platform 5) is a major revamp of the enterprise developer programming model that simplifies Java EE development, especially for Web Services and transactional components.

Business Productivity

■ **BMC Software** introduced BMC Transaction Management products that let customers automate and streamline IT processes. They are designed to reduce costs by resolving problems that affect transactions before critical business services are impacted. The family of products provides a multidimensional view of business transactions, both synthetic and real, across the enterprise that integrates and automates problem isolation and resolution.

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■ **Cabinet NG** released the latest version of its document management software, which integrates with Intuit QuickBooks. Cabinet NG is targeting CNG-Books 3.0 at SMEs that use QuickBooks software. The tool matches documents to QuickBooks transactions, so SMEs can better file and retrieve financial documents. The new version of the software uses historic bill data to prefill new bills and automatically updates to synchronize with the financial software. It also supports multiple accounts payable, charges to multiple accounts, and credit and bill entries. CNG-Books supports PDF, scanned/faxed documents, and MS Excel and Word, among others. CNG-Books users can share data.

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■ **Microsoft** unveiled the beta version of Microsoft Commerce Server 2006, the Microsoft .NET-based solution for ecommerce sites designed to simplify the creation of full-featured Web sites. Although currently in beta release, the full version is expected in July 2006. With Commerce Server 2006, customers can link their ecommerce solutions to existing line-of-business applications using integrated Microsoft BizTalk

Server 2006 functionality. In addition, Commerce Server 2006 comes with starter site blueprints, which contain catalog browsing, search, shopping cart, check out, profile management, and personalization features. Other features of Commerce Server 2006 include multilingual and multicurrency support, business user reporting tools, and performance and scalability enhancements.

Messaging & Groupware

■ **Scalix** released Scalix 10, a Linux email and calendar application. Scalix 10 will be available in both an Enterprise Edition and a free Community Edition. The Enterprise Edition adds open-source and Linux clustering technology for detection of failed messaging and rerouting of email traffic to alternate servers.

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■ **Sherpa Software** introduced Archive Attender for Exchange 2.5. This software can move messages and message attachments from Exchange mailboxes and PST files to an external storage device. The newest version provides more ways for users to access archives, including an Outlook Web interface and message stubs. When the two methods are used together, a user can access archived messages while maintaining an intact mailbox. Version 2.5 also adds a new feature that lets users archive only attachments but leave the messages in place.

Security

■ **Blue Coat Systems** introduced the latest version of its Blue Coat Reporter, a monitoring software package designed to report on Web activity, security, compliance, and performance. Blue Coat Reporter 8 features a revamped Reporter Dashboard and more than 150 predefined reports and content filters. Administrators can also use Blue Coat’s latest offering to create comprehensive tracking and review and analyze reports using data captured by WebFilter and ProxySG.

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Communicate Beyond The Boundaries Of The Enterprise

Tello Service Supports Mobile Phones, Personal Data Assistants & Desktop PCs

by Joe Lazzaro

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IF YOU WORK IN an organization that requires communications to turn on a dime, such as for closing deals or signing off on projects, you need to reach the right party fast, no matter which platform is in play. Today’s modern communication infrastructure involves many disparate devices, including office telephones, mobile cellular handsets, wireless personal data assistants, instant messenger services, Web sharing, and other modalities. To aid businesses with their diverse communications tasks, Tello introduced its Communication cross-platform services solution that works with everything from voice calls to Web presentations.

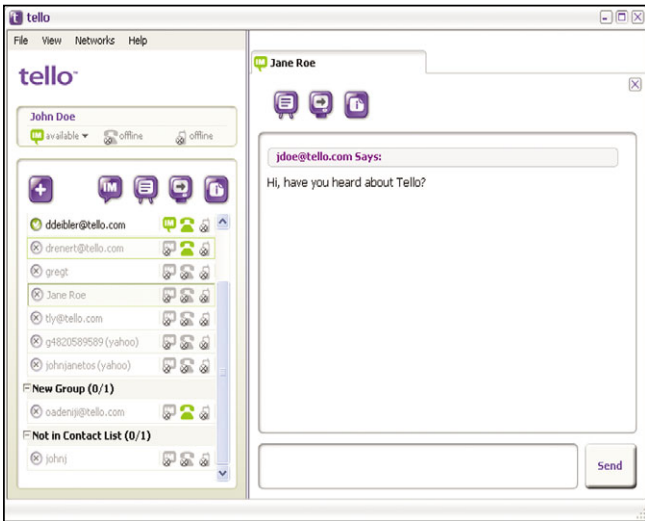
The Tello Communication Service supports multiple platforms, including phones, mobile devices, and desktop computers. The package gives users a single interface for making voice calls, using instant messaging, and managing Web sharing. The solution comes in two flavors: Tello Enterprise and Tello Basic. Tello Enterprise incorporates authentication, encryption, and authorization technologies to shield corporate data. Tello Basic, which is available free of charge, comes bundled with two applications for use on PCs and mobile devices.

The Tello Communication Service lets users individually manage their contacts, showing if the contact is available

on a certain application or device, allowing for the interoperability of disparate voice and instant messaging systems, and enabling management from a single interface. Tello Enterprise also includes APIs that connect with third-party applications, such as ERP and CRM systems, so instant communications can be initiated in the context of a critical business process, such as when it’s time to close that all-important business deal.

The Tello Communication Service supports Web sharing, which lets users push content to staff, suppliers, or customers to conduct meetings or trainings and to enable online collaborations. To serve these customers, Tello provides Instant Web Sharing through integration with Persony’s VShow LE application. A Tello user can instantly share applications, documents, whiteboards, and presentations by launching Persony VShow LE from Tello during an instant messenger session or voice telephone call. The contact on the other end of the call just needs a Web browser to view the pushed content, which can be text, audio, video, or mixed modalities. The integrated Web Sharing service is available on a free 30-day trial basis.

Tello appears to view other vendors and providers as possible future partners rather than competitors. According to Tello, “There are no other companies at the moment doing exactly what we’re doing. That being said, Tello



SNAPSHOT

Tello Communication Service

\$30 per year per user

Supports voice calls, instant messaging sessions, and rich content Web meetings from a unified user interface

www.tello.com

does fill the gap between other enterprise solution vendors like Microsoft LCS or IBM’s Sametime products. But we also see these companies as potential partners.” ■

Product



Releases

Continued from Page 19

■ **Caymas Systems** announced that its Identity-Driven Access Gateway now works seamlessly with TippingPoint’s Quarantine Protection and Microsoft’s Network Access Protection. The Access Gateway is a clientless access control application that prevents intrusions and attacks and restricts and allows access based on user identity. System administrators typically deploy the Access Gateways at the enterprise perimeter, on the LAN, and at the data center.

.....

■ **Endforce’s** Enterprise software, a network access controller, now supports Microsoft Windows Vista. The endpoint policy compliance enforcer will let customers transfer to the new OS and deploy NAP (Network Access Protection). NAP is an infrastructure platform for Windows Vista and Server “Longhorn” operating systems that lets administrators monitor and control access to networks based on compliance of non-networked computers to the preset network health policies. The software identifies badly configured endpoints and lets administrators manage corporate security policies.

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■ **FullArmor** announced that its PolicyPortal service will automatically enforce Microsoft Group Policy settings in

Microsoft’s NAP. The PolicyPortal will automatically enforce Microsoft Groups Policy settings on machines that aren’t on the Microsoft Active Directory, thereby keeping networks protected from outside “unhealthy” machines. This program adds additional security and configuration assessment capabilities to NAP and offers automated remediation for any machines not in compliance with security settings. PolicyPortal is a Web-based service product.

.....

■ SMEs now have a new security software option called **Tivoli Identity Manager Express**. This ID management package from IBM can block unauthorized access to data, even from the so-called orphan accounts of former employees and contractors. The software also allows current, authorized employees to issue themselves new passwords and user accounts, which can save an IT department time and effort.

.....

■ **Trusted Network Technologies** announced it has joined Microsoft’s NAP program. If an outside computer wants access to the network, administrators can check the device and update it to conform to the network. In conjunction with TNT’s Identity product, NAP gives the users another avenue to defend their network by letting them create customized health requirements to validate a computer’s level

of safety before it can access or communicate with network-enabled devices.

Telephony

■ An upgrade to **Fluke Networks’** Visual UpTime Select was announced. The upgrade includes an enhanced reporting module that gives administrators insight into how a VoIP network is performing at every location on the network. For every call on the network, Visual UpTime Select generates an MOS (Mean Opinion Score) that ranks the quality of the call. Administrators have access to real-time and historic MOS rankings for every location on the network, making it easy to sport persistent or intermittent problems. For low-quality calls, Visual UpTime Select provides additional information regarding delay, CODEC loss, packet loss, latency, and jitter to administrators, so they can pinpoint the problem as quickly as possible. Administrators can access MOS reports and other in-depth reports form a central console.

SERVICES

Business Productivity

■ **Vetro** and **Okere** partnered to produce Vetro RainMaker 360FS, a MCM (Mobile Client Management) package now available for evaluation. The evaluation program includes trial licenses, training,

support, and service configuration. Vetro can also supply evaluation participants with trial mobile devices. The software supports real-time access to custom CRM reports. It integrates with email inbox and PIM applications and can integrate with back-end systems. The software supports Microsoft Windows Mobile, Palm, and RIM BlackBerry devices. RainMaker 360FS has SSO (single sign-on) capabilities. It has strong household reporting functionality.

Network & Systems Management

■ **Polycom** is expanding its Polycom Global Services in order to better address the networking requirements of companies moving to IP communications environments. The three new offerings include Support Services, Professional Services, and Enterprise Services and are offered through Polycom channel partners. Polycom Support Services help customers deploy and maintain Polycom products. The new Elite Support Service gives customers advanced support with dedicated support managers and engineers familiar with their configuration. Polycom Professional Services offer planning, assessment, designing, and implementation services. The Enterprise Services are designed for multinational corporations that value real-time communications.

Comprehensive Gateway-Based Email Security

Symantec Mail Security 8220 Provides Affordable Protection

by Cynthia Lazzaro

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SYMANTEC RECENTLY announced its Symantec Mail Security 8220 appliance, which provides a cost effective solution to spam filtering and helps prevent the spreading of malicious code via email. The Mail Security 8220 is the latest addition to the award-winning Symantec Mail Security

8200 series of appliances that are specially designed and priced to help small and medium-sized enterprises secure their organizations from spam and email-based infections.

Because the appliance offloads processing, the 8220 processes inbound and outbound email in real time, causing little if any impact on the performance and

effectiveness of email for collaboration and communication.

Mail Security 8220 addresses the security needs of small businesses by protecting their local in-house email server from spam, viruses, and other malicious code. In addition to consolidating anti-spam and antivirus protection, the technology provides real-time scanning of inbound and outbound messages and includes content filtering, as well as an email firewall with flexible, configurable policies and automated updates.

The Mail Security 8220 is really a two-tiered system with the 8220 appliance providing the hardware for message processing and a choice of either or both anti-spam and antivirus software that is subscription-based. The software is Symantec’s Brightmail AntiSpam technology, and the antivirus software is Symantec’s AntiVirus technology. The system is managed from a Web-based application and not only provides detailed reporting to administrators but allows both mailbox users and administrators management control of quarantined emails.

Along with the introduction of the Mail Security 8220, Symantec is also offering a choice of implementing secure messaging solutions. For quick deployment and maintenance, the Mail Security 8220 is installed within a company’s own site and managed by in-house employees. Another available alternative is to let Symantec host the service for small businesses, freeing them from management of the appliance but still providing all the benefits of a

comprehensive secure email gateway. Symantec is also offering a third alternative in allowing SMEs to subscribe to the AntiSpam and AntiVirus software.

There are few competitors supplying secure email gateways that are affordable to SMEs. One is Sophos (www.sophos.com), whose ES4000 is a completely remotely managed solution and is more expensive for fewer than 1,000 to 1,500 users. Another is IronMail S-class email security appliance for SMEs by CipherTrust (www.ciphertrust.com). ■

SNAPSHOT

Symantec Mail Security 8220


\$995 for the appliance; the AntiSpam software is approximately \$20 per user; the AntiSpam plus AntiVirus software is \$34 per user

Designed to help SMEs protect against spam and email-based malicious code by consolidating antis spam and antivirus protection into a single program

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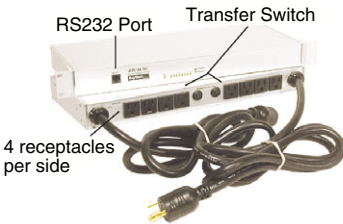
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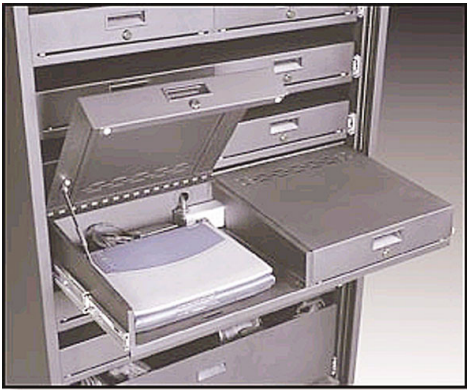
With laptop theft on the rise all across the country, this unique innovation secures laptops and keeps them fully powered by charging them when in the cabinet. The unit even has a network capability for Internet updates while secured. These cabinets come with a two-piece all-steel tambour door, a lock with two keys, and a power bar for keeping each laptop fully charged. For extra protection, a security locking bar can be added that will accept a padlock.

Each private drawer has two private compartments with separate lock numbers and keys as well as its own power outlet with room for the power pack and other accessories. Bin drawers are also available for storing laptop bags and spare parts.

Universities, hospitals, government agencies, police departments, classrooms, and any number of institutions with employees or students that check out laptops for use during the day now have a secure environment to store the equipment when not in use. Better yet, it will fully recharge the unit and even update information, if so configured by the customer.

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RiserGuide is flexible, modular and easy to both install and remove, allowing for on-demand cable management and full network optimization.

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Manufacturer Presentation

Physical - Racks & Furniture Advertisement

New DuraRak Server Enclosures Take The Pain Out Of Managing Servers

“Convenience Edge” package simplifies the IT Manager’s job of organizing and managing network equipment

Each DuraRak comes equipped with a unique “Convenience Edge” package with valuable features that enhance usability. The “Convenience Edge” package includes:

- **Integrated Cable Management System**
Allows cables to be easily routed within the enclosure through one of five access points.
- **Split Rear Door**
Allows easy access to equipment while minimizing space requirements behind the enclosure.
- **Worry-Free Compatibility**
DuraRak is designed to be compatible with equipment from leading vendors including IBM, Dell & HP



For adaptability, DuraRak offers models with optional side panels that allow multiple units to be joined together, making server rooms easily expandable. Additionally, DuraRak offers clearly numbered rails to make the planning and installation of network equipment effortless. The quick release, perforated mesh doors improve equipment reliability by maximizing passive airflow.

“DuraRak is ready for the next generation of rackmount and blade servers,” notes Robert Brookes, senior product manager at StarTech.com. “Servers are running hotter and require larger depths, so customers will be ready for the future with DuraRak’s great passive cooling and available 42” depth.”

The DuraRak line offers a large selection of server rack enclosures in a range of sizes and styles including open and closed rack- and wall-mount units. DuraRak is ideal for data centers, industrial control centers, telecommunications closets, A/V control centers or any situation where network equipment needs to be organized and secure. Additionally, most DuraRak units ship fully assembled, greatly reducing installation time.

Please visit www.Processor.com/StarTech for more information

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Manufacturer Presentation

Physical - Cabling Advertisement

Future-Proof Your Platform with AFL’s Media Converter



AFL Telecommunications’ new FNT3012 Media Converter offers the perfect complement to the 24-port Ethernet Concentrator. A single-fiber customer premise device, the FNT3012 offers full-duplex 100Mb capability over a single fiber, streamlining fiber counts, fiber management, and installation costs. Additionally, the technology of the FNT3012 offers the management and future proofing expected of a carrier platform at price points that compete against today’s LAN solutions.

The features of the media converter include a robust optical loss budget, loop back test function, TTC TS-1000 management features, auto-negotiation, integrated fiber management, SNMP traps, and a desktop or wall mount design.

Physical Specifications:
4.13 inches (W105mm) x 5.12 inches (D130mm) x 1.38inches (H35mm)
Weight: Max 0.66 lbs (0.3 kg)

Port Specifications:
Wavelength: 1310 tx / 1550 rx
Optical Loss Budget: 0 to 16 dB
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Connector: Standard SC (non-angled)

Interface Specifications:
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Viewed as one of the largest product portfolios ever released in North America, the MT3 Series is composed of more than 200 products that can be configured to power both standard and blade servers.

"Shipments of the first MT3 units represent a significant step forward for Aphel and our customers," says Kevin Macomber, vice president of business development. "Since its development, we have seen huge interest, particularly from our customers who face difficulties powering their high-density servers."



MT3 Series

MT3 provides total power ranging from 5,000 to 8,600 Watts, as well as optional metering or remote monitoring (RS232) capability. It uses the patent-pending rPower™, and users can read the high-resolution color display from as far as 12 feet or through the enclosure door perforation. rPower™ improves installation flexibility as it can be connected to traditional console port switches. Because of its capability to support so many servers, MT3 greatly simplifies and reduces the cost of rack-mount power management.

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Manufacturer Presentation

Physical - Cabling Advertisement

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10/100/1000 Copper nTAP



Only TAPs can ensure a complete copy of data from full-duplex links at line rate for monitoring devices. Without TAPs, monitoring devices may be fed incomplete and misleading information, creating false positives and overlooking network problems that actually do exist.

TAPs are a superior alternative to the commonly used SPAN sessions. Unlike SPAN sessions, TAPs guarantee complete data transfer to a monitoring device for accurate analysis. A SPAN session could provide an inaccurate picture of the network because it can only transfer 1000Mbps at a time to a monitoring device. If utilization on a full-duplex link (which can hold up to 2000Mbps) exceeds 1000Mbps, packets are dropped. TAPs never drop packets regardless of network conditions. TAPs reveal all data, including errors, to the monitoring device for complete analysis.

nTAP Advantages:

- Complete visibility into full-duplex links, regardless of traffic levels
- Access all network traffic, including errors found in the physical layer
- Supports redundant failover links on the network
- Cannot be the target of a hack or virus attack
- Will not interfere with the network
- Economical to install

Network Instruments delivers a complete line of nTAPs for copper and optical networks at competitive prices, including the 10/100/1000 Copper nTAP (\$795) and the recently released Two-Channel Optical nTAP (\$575). The company also guarantees overnight delivery in the United States on Web orders over \$295 confirmed before 12 p.m. Central Time. For more information please call 1-877-BUY-nTAP.

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The Future Of Storage & ILM

Storage vendors are trying to capitalize on the ILM opportunity almost any way possible, which is creating confusion in the market. At the ILM Summit conference in Irvine, Calif., last week, vendors presented a wide variety of viewpoints about what should be done and why. Unfortunately, there was little to suggest that the industry had progressed very far in creating meaningful solutions for customers. This was not necessarily surprising, considering the proprietary nature of storage products. Widespread interoperability has never been a hallmark of storage, and there is no reason

to think that ILM will change these established practices. But this time I believe the storage industry needs to try much harder to stay relevant to customers and avoid proprietary solutions.

ILM's Role

So that begs the question, “What should an IT organization do about ILM?” For starters, it’s important to define ILM’s role and applications. A vendor-agnostic definition for ILM is this: ILM is a set of processes for reducing corporate risks and costs associated with the creation, retention, and destruction of data.

That definition is not completely aligned with storage technologies. On one hand, mitigating risk with business continuity and disaster recovery planning has been a discipline of storage for many years, but on the other hand there are many other risks such as legal risks that have been performed outside the purview of storage for a much longer period of time. My

opinion is that reducing the risks of litigation is going to be one of the main motivations for implementing ILM in the years to come.

The problem for the storage industry is there is little economic incentive for companies to implement storage products for mitigating legal risks—the costs may be very high with a corresponding questionable return on ILM investments. Like many other storage

business partners. Again, security is not necessarily a core competency of storage, and it is likely that departments and industries outside storage will determine security and privacy methods used in ILM. I do not think ILM will be able to succeed without sophisticated digital security key management schemes and technologies to protect the privacy rights of individuals. In many respects the problems of security

of criteria. Underneath most of those arguments is the desire to sell multiple tier storage subsystems that can store lots of historical data, as well as the traditional online production data.

Essentially, tiered storage is a lower cost cousin to the old HSM storage concept that has worked for years in mainframe and large Unix data centers, except ILM is trying to avoid the arcane system of stub files, water marks, and migration operations and instead provide a solution more directly accessible and easier to troubleshoot. Not that HSM was ever anything but proprietary, but it seems ironic that the storage industry is not able to leverage much from legacy HSM technology in tiered storage today.

The storage industry has a long way to go before it has credible, broad ILM solutions. By highlighting ILM they run the risk of becoming irrelevant to customers. The most significant innovations will likely come from startups that identify themselves as storage companies even though they do not provide traditional storage. Kazeon (www.kazeon.com) sells an ILM appliance that provides sophisticated ILM tools directed at larger enterprises, and Abreivity (www.abreivity.com) has software that runs on Windows that can be used by large and small businesses. ■

*Send your comments to
marc@processor.com*

Storage companies are starting to talk about data classification with ILM.

MARC FARLEY

AUTHOR *Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.*



solutions, including backup and remote copy, the investment is only realized if the threat actually occurs and the ILM “insurance policy” can be used. At the end of the day, this is going to be most efficient when legal professionals determine the products and technologies that are suitable for their purposes.

Another risk associated with ILM is the chance that data stored for extended periods of time will be hacked or stolen, creating unacceptable privacy exposures for companies, their customers, and

in an ILM environment are more difficult than they are for an Internet environment because ILM includes the most sensitive information about a company and its clients, partners, and competitors.

One Option: Data Classification

Storage companies are starting to talk about data classification with ILM. The idea is to create an additional layer of metadata that helps identify what the data is, what it is used for, and its relative importance in relation to some set



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SPECIAL FEATURE: 12X HOTSWAP DRIVE BAY



Top View

GHI-390
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MB SIZE: EATX (13"x16")
SPECIAL FEATURE: 16X DRIVES WITH CDROM



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 INTERFACE: SAS, SATA2, U320 OR MULTILANE INFINIBAND



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OPINIONS

DATA • DEVELOPMENTS

Surfing Technology Waves

I flew down to San Francisco for VSLive in early February. I guess I'm lucky to be writing this because the United flight down was pretty rough. To top off the roller-coaster ride, the pilot illustrated how to do a go-around while on final approach. Fun. Apparently the airport was using "optimistic concurrency" to manage its traffic, and when a plane had not moved off the runway, we had to roll back the landing transaction.

VSLive was not quite as popular as it had been in years past, but my sessions were pretty full, and I had quite a few in the room when I asked a few questions to poll the interests and attitudes toward the new technology.

I wanted to know if anyone (especially DBAs) had enabled CLR development on their new SQL Server 2005 rigs. I guess I didn't phrase it correctly, as I got very few positive responses out of several hundred developers in the room. I then asked how many had implemented SQL Server 2005 or the 2.0 Framework and received a similar response. A number of the attendees were experimenting with the new tools, but not many had thrown the switch. I could understand the hesitancy to enable CLR executables, as it's a one-way

ticket. Once you turn them on, you'll find it tough to turn them off.

More Changes On The Way

As Microsoft prepares yet another version of the Visual Studio tools (what is being called Orcas) and SP1 for SQL Server 2005, there are a number of developers and shops being a bit reticent about diving into the new (and often very different) tools and platforms.

I expect SQL Server 2005 has not been implemented in many shops so far. That's not surprising, as IT shops (in my experience) tend to be on the conservative side. That does not mean that they're lifetime members of the NRA, but it does mean that they plan new product rollouts very carefully. Perhaps they just want to see the finished product. You know—the one with all of the features they were promised this time last year.

Most of these IT managers have customers that don't appreciate disruptions or have managers that don't appreciate missed deadlines. Sure most IT shops with a budget want to leverage their investment in the current versions as long as possible. We all know it's not cheap to migrate to another version of anything; it's also tough to justify fixing something that isn't broken. A smooth transition requires

considerable planning, coordination, training, recoding, and testing before the accountants start adding up the cost of the licenses, lost opportunities, and lost productivity.

Coping With Change

The authors and courseware writers have also been busy

our new book today, it would need to be revised when SQL Server 2005 SP1 hits the streets this summer and again when Orcas arrives. And what about Vista and the new user interface paradigms it's supposed to introduce? Will I need to update the book again then?



WILLIAM (BILL) VAUGHN

AUTHOR William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SQL Server 2000 Reporting Services."

updating their books and sessions to reflect the latest features and techniques. I talked to a number of authors at the conference in an attempt to see how they are dealing with the constant churn in the technology. Many say they are not going to write any more paper books in the traditional sense.

Given the current rate of change, writers just don't see spending a year or more of one's time on a book with a shelf life of 18 months. I agree. If my publisher printed

What we plan to do is figure out how to publish ebooks that sell for about \$5 per chapter. This way we could publish smaller pieces that could be released and updated more quickly. As it is, we (Peter Blackburn and I) have about 580 pages ready to go, but until the rest of the book is done, we have to hold it all back.

What we have to figure out is how to defeat those who have no respect for intellectual property. Ah, this issue is not just about

letting masses have access to cheap operating systems for their village computers; it's about making those middle-class and well-off people in China (and elsewhere) pay for the software and books we produce with money they can afford to pay. It seems that it's unheard of to sell a computer with an operating system in China. (Lenovo is a notable exception.) Everyone there (90%) knows it's easier to buy the 5-cent copy of Windows from the vendor on the corner.

Take Cover?

Does this technology churn mean that you as an IT decision maker need to hold off on .NET? I don't think so. Remember that Vista's native interface is the .NET Framework, not Windows APIs. Eventually, all Windows applications will be written to the framework, and those that use Windows APIs (most of the existing applications and tools) will interact with Vista via a thinking layer that translates Windows APIs to .NET Framework calls. In any case, the productivity benefits from the .NET tools and classes can help cut that backlog of problems your management wants you to solve. All you need to make that happen is skilled developers who have not been carried out to sea by the tsunamis of change. [2]

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rPower™

Unlike traditional ammeters that require the user to be in close proximity, rPower has an impressive high-resolution color display that can be viewed from as far away as 12 feet or through the enclosure door perforation. Aside from the ammeter, the device connects to traditional console port switches and can be managed simultaneously with other RS232-based devices. rPower represents a major advancement in power monitoring as it greatly simplifies and reduces the cost of power management.

For More Information, Visit www.Processor.com/Aphel



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Manufacturer Presentation

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Protection For Transportation Of Hard Drives



- Perm-A-Store now provides Turtle Cases for popular Hard Drive configurations
- Enclosed external drives for PC applications
 - Hot-swappable drives (with/without tray) for Server applications

As hard drives become more portable, users are looking for safe and efficient ways to transport and store drives with live data. These specialized cases are made of high-density polyethylene, a rugged, lightweight material that provides excellent impact protection. All Turtle cases are available with optional brass padlocks, which may be keyed alike at no extra cost.

These new Turtle hard drive cases are available in several configurations:

- One or two precut slot(s), manufactured to the exact dimensions of the unit to be transported
- Customizable configuration for one or two drives - employs pluckable dense foam cubes that can be removed to securely fit drives of various sizes.
- The configuration shown on the right of the photo above is 10 drives placed in pre-cut foam slots in a rugged, two-handle case with 6 butterfly latches.

Turtle cases were introduced in 1988 and have become the media transport standard because they deliver protection against impact, debris and temperature and humidity extremes.

Turtle Cases are also available for all tape formats (LTO, DLT/SDLT, 3590, 3592, 9840/9940, 8mm, AIT, VXA 4mm as well as CD/DVD and optical media). Various capacities and colors by format.

Turtle brand transport and storage cases are recommended by media manufacturers Imation, IBM and Sun/StorageTek because they provide specialized protection for data media.

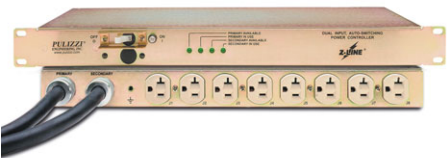
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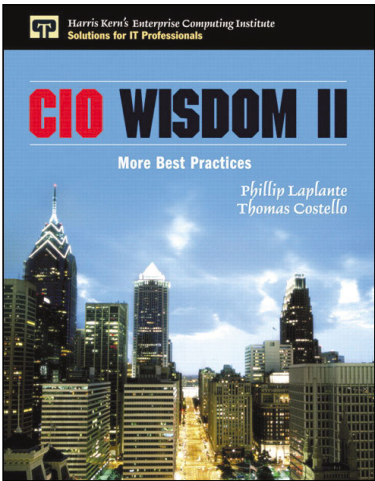
Useful Insight On IT Leadership Techniques

“CIO Wisdom II: More Best Practices” Offers Practical Help

by Elizabeth Millard

AS A FOLLOW-UP to “CIO Wisdom,” published in 2003 and compiling 30 years of IT research, this compendium of up-to-date thought feels like the most useful networking event of the year, without all the small talk and nametags.

Many times, small to midsize enterprises have enough to handle running a data center and doing IT purchasing and have scant time to delve into strategy and long-term operational goals. Although they could hire a CIO, often there isn’t enough of a need, or budget, for such a high-ranking executive. With just a quick perusal of “CIO Wisdom II: More Best Practices,” however, they can gain valuable



CIO Wisdom II: More Best Practices

Authors: Phillip Laplante and Thomas Costello

Publisher: Prentice Hall

Price: \$44.99

Format: Hardcover, 422 pages

new tactics without calling a headhunter.

Applicable Issues

The book covers the changing role of the CIO and gives a glimpse of the type of responsibilities that such an officer is expected to undertake. While that might be interesting for those looking to move into the role, the real meat of the book for IT and data center managers actually kicks off in the highly valuable second section, with papers detailing issues with hardware and software technology.

In this section, a quirky but ultimately very useful paper is “Real-Time, Mission-Critical Business Intelligence,” which looks at the military and intelligence communities to show that how the Army and CIA handle their computer setups could benefit the business world, as well.

Subsequent sections cover internal operations, information architecture, open source, IT governance, compliance, and business process improvement. Two particular standouts are a look at software return on investment and guidance on navigating the IT procurement and outsourcing process.

Much is made of hardware ROI, but the lucid examination of how software ROI is measured is a must-read for its review of a number of traditional metrics. And procurement and outsourcing, with its own kind of vendor-specific voodoo that needs to be done to meet predetermined goals, is certainly a topic well worth the deep dive here.

Straightforward Style

All of the papers included in the volume are expertly edited to be straightforward, low on jargon, and laser focused. Likely, that’s thanks to the authors Dr. Phillip Laplante, director of the CIO Institute and CTO of the Eastern Technology Council, and Thomas Costello, CEO of technology consultancy UpStreme and former director of IT strategy and planning at Cambridge Technology Partners.

For companies that don’t want, or can’t afford, to have a CIO at the ready, “CIO Wisdom II” is an excellent primer for laying out the issues currently challenging IT. Beyond simply addressing

Key Concepts

Outsourcing. Every contract should contain a description of the work that must be performed, and the way the document is written should be drafted with a judge in mind. In other words, in a dispute how would the court view your description? Also, to lessen ambiguity, show the document to someone who isn’t in the IT department. Does someone in marketing understand what’s being described and what’s expected of the vendor? The simpler and more straightforward the language, the stronger the contract will be.

Marketing. Users will be more receptive to change if the IT head can “market” the department’s strengths. To do this, IT must understand the needs of other people in the company and “advertise” their services. Just like a product, the partnership with the technology group should be sold to users as a positive, beneficial item. Give out awards, do training, host presentations, and make sure that IT is connecting with those it serves.

the current IT climate, though, it also shares best practices, offers cost-effective options for technology, and lets any manager become an IT outsourcing master. After all, why hire a CIO when you can play one in the data center? ■

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Migrating From Novell To Microsoft

Important Factors To Make The Transition As Smooth As Possible

by Tony Bradley
• • •

A LONG TIME AGO, in computer years at least, Novell took the corporate networking world by storm. Quickly surpassing Banyan Vines as the default NOS (network operating system), Novell was one of the hottest things in the computer world.

But that was a decade ago. While there are still Novell evangelists, and some experts argue that there are aspects of Novell’s approach to networking and directory services that are superior to Microsoft’s, Microsoft now dominates what was once Novell’s

territory. Since the release of Windows NT 4.0, and with each subsequent release of the Microsoft Windows server operating system, Microsoft has eroded Novell’s market share to the point that the name Novell has virtually faded from existence.

Making The Switch

If you are one of the remaining members of the dying Novell breed and are considering a move to a Microsoft-based network infrastructure, there are some key things to keep in mind that will help make the transition much smoother.

Guido Grillenmeier, a senior consultant within the Advanced Technology Group at HP, explains that the main advantage of moving from Novell to Microsoft “is the level of integration that a

Before just plowing forward, you need to consider some important factors to avoid problems in a Novell to Microsoft migration.

Windows-based infrastructure gives to the customer.”

Grillenmeier says, “Realize that this is not a matter of which solution is the better directory—Novell’s NDS is clearly a powerful directory and even has a few technical advantages over Microsoft’s AD (Active Directory). However, most business applications integrate much more easily into an AD infrastructure, honoring the AD credentials of the users and thus limiting the amount of logins that users need to perform. In the long run, switching from Novell to an Active Directory-based Microsoft infrastructure will save a company a fair amount of administration costs.”

According to Ben Rothke, information security director at a large financial services firm and author of “Computer Security: 20 Things Every Employee Should Know,” the main reason to leave NetWare for Windows is that NetWare is a dying NOS. Rothke notes that while products such as Novell Ware and SCO Unix are technologically superior to Windows, their ever-dwindling market share makes such a choice dangerous.

Plan To Spend Some Money

Every IT project costs money. Typically it is more than what upper management wishes to spend, but as long as it makes business sense and the return on investment can be demonstrated, you should be able to get a green light to proceed.

Rothke cautions that the price tag of a Novell to Microsoft migration can be hefty. “The costs can be significant to move and must include a budget for new hardware and software, in addition to the significant time and effort it takes to architect a new solution.”

Grillenmeier echoes the sentiment that the bigger investment is in the personnel rather than the equipment. “The work that needs to be done in planning such a switch and the knowledge

proper education. Make sure you have trained personnel in place before making the switch.

Timing. Consider the ebb and flow of your business and demands on the network. Do not plan to do a project of this magnitude at the close of the fiscal year or in the middle of a high-profile business pursuit.

Tools. Investigate the tools that are available and choose utilities that can help you automate

Swimming Upstream

If you are considering going against the grain and moving from a Microsoft network infrastructure to a Novell environment, you need to keep many of the same things in mind. HP’s Guido Grillenmeier recommends first and foremost that anyone considering such a move should think again. He says, “They should just reconsider if they truly want to go down that path and what it means for the future of their company.”


But if after much serious thought you choose to go forward, keep in mind that the majority of changes and migration will have to be done manually or at least require the manual creation of scripts to do the tasks. While there is a market for tools to help migrate from Novell to Microsoft, products to help automate migrating the other way are nonexistent.

Network Operating System Comparison

The chart below compares Microsoft Active Directory against Novell's eDirectory in a number of functional areas. A green plus sign indicates a clear winner, while a red minus sign is used to highlight the inferior product for that category. A yellow equal sign means that the two products are effectively tied for that category.

Features	Network Operating System	
	Microsoft Active Directory	Novell eDirectory
Compatible with LDAP v3	=	=
Application support	+	-
Trained expert support	+	-
Manageability	+	-
Reliability	=	=
Security	=	=
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The Right IT Employees

Go Beyond The Tech Interview & Factor “Soft Skills” Into The Hiring Process

by Will Kelly
• • •

THE RIGHT VENDOR certifications and technical knowledge are no longer the complete package for the right IT employee in today's business climate. IT managers have long focused on the right certifications and technology experience, often glossing over the prospective candidate's "soft skills."

Soft skills including diplomacy, poise, leadership, oral and written communications, and consensus building can affect how employees lead teams and interact with co-workers and external clients.

Nathan Walz, senior director of training and implementation for Reston, Va.,-based Mindbank Consulting Group, testifies to the value of hiring for soft skills. "IT professionals with great attitudes and a strong sense of urgency are far more successful than someone that just happens to have all the skills required for a specific project," he says.

While at first it may be easy to dismiss the need for soft skills, it isn't easy to dismiss client complaints about an employee or when internal departments complain about a recalcitrant staff member and go above, around, or under the person to avoid him. In addition, as is often true in many organizations, bad experiences with IT staff linger more often than positive experiences.

Interviewing For Soft Skills

Paying attention to a prospective employee's soft skills need not disrupt your organization's interviewing process. However, you'll need to bolster your current interviewing process with questions that explore the interviewees' soft skills.

Elizabeth Thorsey, president of Capitol Search of Reston, Va., an IT recruiter with more than 20 years of technical and management search experience, offers the following advice: "One approach that works quite well is to assign each interviewer a specific area to explore with each candidate. Usually the hiring official will assign the senior technical staff the job of 'teching' the candidate. An IT manager would never dream of having a DBA teched by an employee who isn't technical. Similarly, the soft skills portion of an interview should be conducted by

an interviewer who is confident and experienced in this area."

Thorsey says, "Although it may seem quite obvious, simply taking time to chat with each candidate about their goals and past experiences can be most insightful. Review his/her résumé and ask about a project that may have required specific decision making skills. Ask what accomplishments the candidate is most proud of and why. Give hypothetical scenarios and ask the candidate to respond. This will give an idea as to how they will process and handle day-to-day challenges. Be direct with candidates. For example, 'We really need someone on our team who is willing to . . .' and watch the reaction to the question."

Thorsey says, "The more time spent engaged with a prospective employee in a conversational atmosphere, the better 'gut feel' one has about an individual's soft skills."

On interviewing for soft skills, Walz says, "Managers that dig deeper and take an individual's soft skills into account spend less time interviewing and are able to fill their positions much faster. They understand that good IT professionals are constantly learning and improving their skills and have the ability to come up to speed rapidly if faced with a new technology. So in addition to technical questions, find out about recent initiatives they took

Paying attention to a prospective employee's soft skills need not disrupt your organization's interviewing process.

on projects, major technical challenges they faced and how they successfully overcame them, [and] stories of turning failing projects into winners."

Working Styles Factor In, Too

Christine Keady, an experienced recruiter responsible for business development/resource management for Reston, Va.,-based TestPros, mentions the relation of working styles to soft skills. "To find the best employee for your team, first identify your management style and then analyze the communication style that works best with your group. You want to avoid hiring

Important Soft Skills For IT Employees

- Successful IT employees need a range of soft skills including:
- Problem Solving
 - Consensus Building
 - Diplomacy
 - Poise
 - Leadership
 - Conflict Resolution
 - Teamwork Attitude
 - Mentoring
 - Strong Oral Communications Skills
 - Strong Written Communications Skills

an employee who constantly needs to be told what to do and how to do it if you expect your team to run efficiently and autonomously. Conversely, an employee who is used to working autonomously won't enjoy working for someone who craves daily status updates. If your team is laid-back and used to picking up the phone or dropping by to communicate a need, then a potential employee who prefers email may have a hard time assimilating. During the interview, ask the candidate questions that focus on their past

performance to gauge how they would likely react in similar situations."

Mark Nugent, regional vice president for Princeton Information, an IT staffing firm, says, "Finding the right resource for an IT position involves much more than assessing technical ability. Technical screening is the easiest task. Once it is completed, an IT manager has to assess a candidate's commitment to teamwork and assess the individual's communication skills. For these, references are a good gauge and should be included in the interview process. An IT manager should quiz a candidate about hypothetical situations to find out how the person is likely to react to workplace occurrences. Finally, an IT manager should have the candidate meet with current team members and carefully consider their assessments."

Nugent also brings a lesson to light about the necessity of soft skills for management or team leader candidates. "From my perspective, the biggest mistake is assuming that a resource will be a good manager or team lead only because the individual is technically qualified," he says. "Strong technical knowledge is not necessarily an indicator of strong leadership skills." ■

Soft Skills For Customer-Facing IT Employees

IT managers charged with sending staff out to customer sites need to be especially attentive to prospective employee soft skills because their employees represent the company and serve the customer.

Kevin Daly, a former data center architect now working as a project lead with a major OEM's professional services arm, says, "When sending a resource onsite in a large project, you need to be able to count on what is communicated and also what is not."

Client engagements may also carry some politics with them. Daly says, "Other political winds are generally in play with either the customer or the prime contractor that need to be understood first. Having the answer for a given situation doesn't mean it will be accepted even if you're right. So finding candidates with poise is essential."

WHAT'S HAPPENING

Get Ready For xMax

xG Goes Beyond The Physical Limits Of Existing Radio Technologies

by Chris A. MacKinnon

GETTING INFORMATION farther, faster, and with less infrastructure seems to be the goal of today’s wireless enterprise. WiMAX has, by far, held the prominent position in the enterprise as the communication that provides high-throughput broadband connections over long distances. But a Sarasota, Fla.,-based innovative research and product development firm has developed a new low frequency wireless networking protocol that covers a wider area than WiMAX and other wireless broadband standard technologies. The new protocol can transmit at unusually low powers and, in turn, can use radio channels that are already being used.

xMax Is Born

After several years of development, xG Technology (www.xgtechnology.com) is sticking its head up in the air and dubbing its invention “xMax,” a new low power, long-range broadband technology whose signal can also better penetrate buildings. To put it best, xG defines xMax as “a novel modulation and encoding technology that boosts the range and power efficiency of all wired and wireless communications. xMax is not a compression technique but rather a synergistic mix of two well-established communication approaches that dramatically improves spectrum utilization.”

services, including HDTV, video on-demand, IPTV (Internet Protocol television), and VoIP.

xMax mixes elements from traditional narrowband systems with those found in wideband systems and can deliver broadband data rates farther than other comparable technologies operating at the same power level and frequency. xG has also demonstrated that products using xMax show improved range and can cover a given service area with less infrastructure. The company says because every network faces the trade-off between data rate and range, the benefits of xMax will be far reaching in this regard.

Better Than UWB

xMax is essentially a new long-distance UWB (ultra-wide-band)-like wireless technology, but Roger Branton, COO for xG Technology, is quick to make the distinction between xG’s xMax and UWB technology. He says, “xMax is not UWB. The first xMax products slated for release later this year will utilize the ISM 900MHz unlicensed band, which is only 26MHz wide. UWB utilizes something like 500MHz in the high gigahertz frequencies.”

Joseph Bobier, president and CTO of xG Technology, says, “UWB has been relegated to short-range, high gigahertz frequen-

approximately equal to a typical LED, xMax has reached over 18 miles, covering 1,000 square miles of terrain from a tower.”

xG claims that xMax supports more efficient communication over wireless or wired links than other technologies. About this efficiency, Bobier says, “We believe efficiency boils down to how many bits you can move over a given amount of spectrum per watt. If you can move more bits of information with less power, you pollute the spectrum less, thereby making it possible for more users to access the spectrum.” xMax operates at low, sub-gigahertz frequencies and can be used for communication without the common line-of-sight issues that happen at higher frequencies.



Bobier says if you can use these frequencies and still be broadband, you compare with fixed wireless technologies doing things in the microwave area.

The Inventor's Perspective

Bobier, xMax’s inventor, spoke to us about xMax in his own words. He says, “xMax relies on single cycle modulation. This is where individual sinusoidal cycles of RF energy are modulated to represent one or more bits. This modulation method differs from conventional approaches where tens to hundreds of thousands of RF cycles are required to convey a single bit of information. With each additional cycle representing more RF power, getting the job done with fewer cycles translates into more power efficient RF transmissions.” Bobier notes that the advancement in RF power output efficiency is especially important for mobile devices that rely on batteries to operate.

He also says the ramifications of xMax can be enormous. “Public safety, police, homeland security, and emergency services

can form large area wireless broadband networks. Commercial fleet operators can equip vehicles with the equivalent of a 10 base-T network. Metropolitan area networks can deliver, from a single tower, wireless backhaul to hotspots across an entire city. The emergence of a true retail fixed wireless model becomes possible as xMax enables the design of affordable over-the-counter modems that eliminate the need for high gain antennas or expensive outside mounting. Battery life no longer an issue, broadband for the user becomes mobile, from home to car to office to pocket.”

More importantly, xG’s COO Branton says the enterprise will also benefit from xMax. He says, “Enterprises will be inter-

ested in xMax because it allows the deployment of long-range wireless broadband services without requiring expensive spectrum. Because xMax can send wireless signals three times farther on average than competing approaches at equal power and antennas height, it positively shifts network economics—making wireless broadband more affordable”

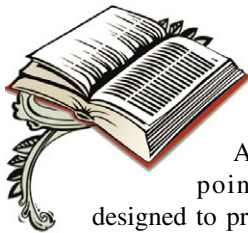
xG’s immediate horizons include going to market. Branton says, “We’ve completed our technology after six years in stealth mode. We are now introducing it into the fixed wireless vertical. At the same time, we are engaging potential customers that have an interest in incorporating our technology into their wired or wireless modems. Ultimately, xMax is unique because of its improved range and ultra-low power. No other technology stands to positively shift network CAPEX and OPEX.” In a demonstration last November, xG transmitted a 3.57Mbps data stream on 10MHz of spectrum using only 35.8 milliwatts of power from a whip antenna on an 850-foot tower to a separate patch antenna. ■

xG has also demonstrated that products using xMax show improved range and can cover a given service area with less infrastructure.

xMax is intended as a “beyond-WiMAX” technology, and xG thinks it could be the new “super-WiMAX” technology. Although xMax is touted to improve wireless application speeds, the technology also has impressive implications for the DSL and cable industries, delivering other

cies of operation. xMax is not limited in this manner. When operated at short-ranges, xMax can send wireless video signals using 3 nanowatts. This is something like 3 million times less RF output power, which really helps improve battery life. But by turning up the power to 35 milliwatts or

TWO TERMS



■ WiMAX (Worldwide Interoperability for Microwave Access)

What it is: WiMAX, aka the 802.16 Air Interface Standard, is a point to multi-point broadband wireless access system designed to provide very high theoretical data rates (up to 70Mbps) and a theoretical operating range of up to 30 miles that doesn’t require direct line of sight to operate. This means WiMAX could be used to blanket an entire metro area with end-to-end wireless connectivity. But testing has shown actual data rates and operating ranges are lower than the maximums. The 802.16 standard covers the 10 to 66GHz range, while the 802.16a standard covers the 2 to 11GHz range.

Why you should care: WiMAX can be used to create MANs (metropolitan area networks) that connect Wi-Fi hotspots together in an area. Also, WiMAX proponents think the technology may be a good solution to solving the “last mile” problem for delivering broadband connectivity to areas where it may be prohibitively expensive to deploy traditional approaches, such as DSL or cable.

Related products and manufacturers: The technology is fairly new, so new products are just beginning to trickle into the

marketplace. These include base and subscriber stations from Aperto Networks, Redline Communications, SEQUANS Communications, and Wavesat Wireless.

■ MIMO (Multiple Input Multiple Output)

What it is: A wireless technology developed at Bell Labs that uses multiple antennas to establish wireless communications at higher ranges and bandwidth. While some products already exist in the marketplace that advertise themselves as MIMO, the 802.11n High Throughput wireless standard that will use MIMO will not be finalized until the middle of this year.

Why you should care: MIMO products (802.11n) will provide more bandwidth over farther ranges than products based on the 802.11g Wi-Fi standard. MIMO proponents tout the fact that the standard may eventually yield the first gigabit per second wireless applications, making multimedia over wireless possible.

Related products and manufacturers: Products today are called “pre-N” because the 802.11n standard is not finalized and the approaches are proprietary and vary among vendors. Examples include routers from Belkin, Linksys, and NETGEAR. For “true MIMO” products, wait until the standard gets ratified and vendors begin developing products compatible with the standard.

Next Week In Processor . . .

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- There are hundreds of IT-related products on the market that may not be the best-sellers, but they definitely fulfill a need. The difficult part is finding these products for your enterprise’s unique needs. We cover some of the best hard-to-find products available.
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TACS Authentication Gateway

The Authentication Gateway provides a fast path deployment that offloads authentication from the Web application.

The TACS Authentication Gateway is a Web server that pre-integrates TACS APIs, removing the need for integration at the Web application, which significantly simplifies the deployment of multifactor authentication. In addition, it has hooks for a variety of passive authentication methods and fraud detection, freeing the Web application from managing the authentication process and offloading integration with fraud detection for real-time risk assessments on transactions to TACS.

The TACS Authentication Gateway ships on an appliance. It contains a Web server and arrives pre-integrated with the TACS APIs. The Gateway is designed to integrate easily with any SAML-aware application. The Gateway also provides hooks for easy integration with passive authentication, secondary authentication, and fraud detection.

Authentication Management

When a user requests login, the Web application hands off the session to the Gateway, which manages the authentication process. Once authenticated, the user is returned to the Web application.

Benefits

- Deploys quickly
- Pre-integrates APIs
- Offloads authentication complexity
- Standards based



Additional enhancements to TACS include integration with OATH, Vasco®, and ActivIdentity® (Nasdaq: ACTI) one-time password systems and a Macintosh® version of the TACS ID Tool. By integrating OTPs (one time password systems) with TACS, TriCipher has made one-time password systems part of a single authentication architecture, making it easy to migrate users to OTPs as desired and hiding the complexity of supporting multiple OTP types in your environment.

Pricing and Availability

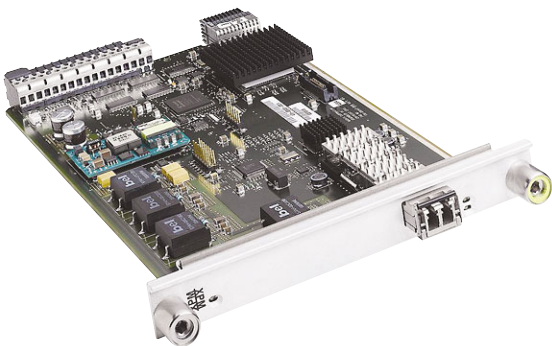
Base pricing for TACS starts at \$100,000, which includes four appliances, management tools, APIs, and support for 25,000 users. The TACS Authentication Gateway will be available as a separate component on March 30 at a starting cost of \$15,000. The new version of TACS, 3.2, is available immediately.

For More Information Call: (650) 372-1300
Visit: www.Processor.com/TriCipher



Manufacturer Presentation
Communication - Storage Networking Advertisement

Intrepid 6000 XPM Blade



For companies that have already made investments in directors, the McDATA XPM Blade is an ideal solution for adding maximum performance to the infrastructure. The XPM Blade is an expansion card that slides into an existing McDATA Intrepid® 6064 or Intrepid® 6140, boosting the director to 10Gbps performance—without disruption. It provides faster fabric bandwidth while maximizing the usage of existing campus/MAN Fibre Channel lines, reducing costs for your enterprise. It lets you consolidate and simplify your infrastructure by reducing the number of interswitch links (ISLs), translating into a more-efficient SAN requiring fewer management resources. And fewer links means a more streamlined network and less risk for your essential data.

- Add more bandwidth at lower total cost
- Simplify management
- Increase efficiency of your infrastructure
- Leverage existing investments

www.Processor.com/McData3

380 Interlocken Crescent
Broomfield, CO 80021
Phone: (800) 545-5773
Fax: (720) 558-3860



Manufacturer Presentation
Communications - Switch Advertisement

Foundry Networks Introduces NEW 10 Gigabit Switches for Application Acceleration and Delivery

Two New ServerIronGT 10 Gigabit Switches Enable Application Acceleration, Enhanced Security and Integrated SSL Acceleration for Secure Web and VoIP Services for business-critical content, commerce, and communication services.



The ServerIronGT C and E Series 10-GbE application switches include highly intelligent application traffic management, acceleration, and security features to help enterprises, service providers, and e-commerce businesses deliver IP and Web services with superior availability and performance. The modular design of the switches enables on-demand expansion and performance upgrades onsite, including the flexibility to add high-performance integrated SSL acceleration for secure Web service delivery.

The ServerIronGT C Series 10-GbE switch features an innovative two rack units (2U) high compact modular three-slot design and is ideal for space-constrained data centers. It packs the power of a data-center-class high-performance switch in the size of a traditional PC appliance. The device's one available slot may be used to add port density, insert a second active management module for doubling performance, or integrate SSL acceleration with an optional service module. The ServerIronGT E Series 10-GbE switch offers higher expansion capacity with a four-slot design and features front power supplies for enhanced serviceability. The management modules, line modules and SSL service modules are interchangeable between the two chassis, thus offering added expansion flexibility for the future.

For More Information Please Visit:
www.Processor.com/Foundry
(408) 586-1700



Manufacturer Presentation
Communications - Network & Systems Advertisement

Agilent Technologies FrameScope Pro handheld Ethernet-performance analyzer accelerates VoIP service tune-up and troubleshooting

Tester reduces time-to-resolution in VoIP service troubleshooting, provides unambiguous service level verification, documentation

Agilent Technologies' VoIP test kit for the N2620A FrameScope Pro handheld Ethernet performance analyzer is the most compact Gigabit Ethernet troubleshooting and RFC 2544 network performance benchmarking tool in its class. Capable of generating traffic up to full Gigabit line rate and equipped with optical and electrical ports, it provides end-to-end Ethernet testing across the entire network infrastructure needed for the provisioning of triple-play services.

The new VoIP testing capability helps network installers and service providers quickly and more efficiently deploy voice services to Ethernet-based networks. Network qualification that goes beyond bandwidth measurement ensures a smoother transition to VoIP, and FrameScope Pro provides the visibility of those network conditions that directly affect the voice quality.

Benefits of FrameScope VoIP include:

- Unique Autotest feature for both troubleshooting and network prequalification, which delivers detailed test results with minimum configuration effort.
- Upgradeability to VoIP testing for existing FrameScope Pro analyzers, which protects customer investments.
- Predefined performance test suites, which allow operators to run tests easily by pressing a single button.
- Remote control via any Web browser, allowing for central troubleshooting, monitoring and reporting, which eliminates costly dispatches.
- Support for PPPoE (Point-to-Point Protocol over Ethernet), which accommodates dial-in configurations.
- Active and passive Autodiscovery, which help to automatically identify network resources and rogue stations.



The Agilent N2620A FrameScope Pro VoIP is available now starting at \$6,300



For More Information
www.Processor.com/Agilent
(970) 679-5397

Manufacturer Presentation

Communications - Security Advertisement

Web-based Management Console



Strata Guard™ is an award-winning family of network-based IPS/IDS (intrusion detection/prevention systems) that provide real-time, zero-day protection from network attacks and malicious traffic. With four different models and two deployment options, Strata Guard protects your enterprise from the network perimeter to the core, including remote and internal segments.

Strata Guard employs six distinct attack-detection technologies for comprehensive network protection. With signature-based and behavior-based attack detection, deep packet inspection, and protocol anomaly analysis, Strata Guard terminates network-, application-, and service-level attacks including worms, Trojans, spyware, port scans, DoS and DDoS attacks, server exploit attempts, and viruses before they infiltrate the network and cause real damage.

Beyond blocking malicious attacks, Strata Guard enforces your network usage policies and can block peer-to-peer file sharing, instant messaging, chat, prohibited browsing activity, and worm propagation. It detects anomalous activity such as spoofed attack source addresses, TCP state verification, and rogue services running on the network.

Highly automated, Strata Guard is designed for ease of use and streamlined administration and management. Through its multilayered Dynamic Attack Qualification™ technologies, Strata Guard eliminates false-positives. Its multinode, multi-user management capabilities allow for enterprise-wide deployments and provide appropriate levels of control for the full range of users requiring access to security data.

www.Processor.com/Still2

361 Centennial Parkway, Suite 270
Louisville, CO 80027
Phone: (303) 381-3800
Fax: (303) 381 3881



Manufacturer Presentation

Communications - Access Control Advertisement

New Hydra Privacy Card Series II
Combines "Suite B" Encryption,
Strong Authentication, and OATH OTP



The Hydra Privacy Card (Hydra PC) Series II is a unique, portable multi-functional security device that combines removable/replaceable miniSD™ memory with the highly secure Suite B cryptographic algorithms. This compact, high-speed encryption device is ideal for protecting, storing, and transporting critical data for markets with regulatory requirements to protect personal or mission-critical information, such as the financial, healthcare, and government industries.

The Hydra PC also enables strong authentication for Microsoft® Windows® applications supporting digital certificates, such as smart card logon, secure email, and encryption. In addition, the Hydra PC supports One-Time Password authentication based on the OATH open standard.

The multifunctional Hydra PC Series II, which is designed for FIPS 140-2 Level 3 validation, delivers advanced authentication security services. Encrypted files can be stored and transported on the replaceable miniSD memory media or the local hard drive.

The Hydra PC is extremely cost effective, as the standard miniSD memory media can be upgraded as larger memory sizes become available. You do not need to replace the entire Hydra PC when more memory is required.

An optional personal ID Verifier sleeve adds secure PIN entry with a display plus a biometric fingerprint sensor for true three-factor authentication without the risk of PIN or fingerprint compromise through the computer.

Compact, portable design with faster than 20MBps encryption data rates and a USB 2.0 connection provides convenience and high-speed performance.



For pricing information or to place an order, call
1-408-545-0103
or visit
www.Processor.com/SPYRUS

Manufacturer Presentation

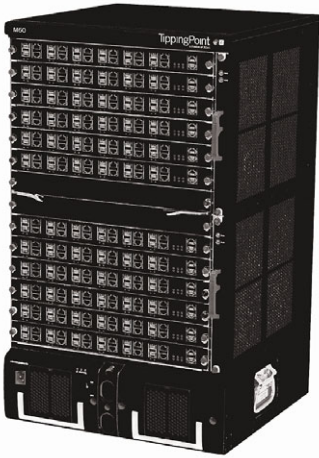
Communications - Security Advertisement

Intrusion Prevention Up To 60Gbps!

TippingPoint M60 sets new benchmark performance

The TippingPoint M60 is the industry's first Intrusion Prevention System (IPS) chassis and corresponding IPS modules able to scale up to 60Gbps.

As network bandwidth and throughput increase, enterprises demand security products that can meet those performance requirements in order to ensure real-time security. The TippingPoint M60 chassis supports 10 Gigabit interfaces and is available in 7-, 10- or 14-slot versions that hold the new IPS modules. It responds to customer demand for increased port count for greater network segmentation and higher throughput.



TippingPoint M60

Three IPS module versions correspond with the TippingPoint M60 chassis: the T5000, a 5Gbps IPS module; the T2000, a 2Gbps IPS module; and the T1000, a 1Gbps IPS module. Each module offers the same functionality as the systems in the award-winning TippingPoint Intrusion Prevention System product line. However, the new IPS modules offer 12 Gigabit Ethernet ports, either copper or fiber, which is a 50% increase in port density over the existing TippingPoint Intrusion Prevention System product line. This allows for a maximum of 144 Gigabit Ethernet ports, which gives customers greater ability to segment the network. In addition to working with the TippingPoint M60 chassis, the IPS modules also work seamlessly with the 3Com® Switch 8800.

Each IPS module is capable of more than 2 million simultaneous connections and 1 million connections per second with switch-like latency of less than 150 microseconds. The IPS modules block worms, viruses, Trojans, Spyware, Phishing and Denial of Service attacks and are updated on a regular basis to protect against the latest threats through the TippingPoint Digital Vaccine® service.

For More Information, Visit:
www.Processor.com/TippingPoint2



(888) TRUE IPS
(888) 878-3477

Manufacturer Presentation

Communications - Security Advertisement

AEP Netilla Security Platform SSL VPN
Featuring Client Machine Identity and Seamless Citrix
and Windows Terminal Services Support

The new features include device identification – the ability to authenticate remote PCs with a “digital fingerprint” identifier before allowing them to connect to an enterprise network – seamless support for Citrix® or Windows® Terminal Services-based environments, and enhanced file services.

Client Machine ID (CMID) marks the most important security enhancement to the release. Based on proprietary AEP technology, CMID makes it possible to identify a user's specific PC before he or she is granted access to network resources. CMID creates a unique device profile based on the PC's CPU, memory and other parameters; it enhances security by providing device authentication in addition to user authentication.



NSP's broader application support is made possible by two new refinements. The first, Citrix Client Push and Windows Terminal Services Push, automatically delivers a native full Citrix ICA client for Citrix environments or a Windows RDP client for Windows to the remote user's PC, enabling seamless direct access to either Citrix MetaFrame or Windows Terminal Services applications. For Citrix, this provides access to MetaFrame without going through Citrix Web Interface. For Windows, this eliminates the need for end users to download and configure their own RDP client.

The second application refinement, based on enhancements to AEP's Intelligent Port Forwarding, translates into support for a broader range of applications – including Oracle and applications with dynamic port ranges. Both of these features will be added to AEP's Web reverse proxy/Intelligent Port Forwarding access licenses at no extra cost.

For More Information, Visit www.Processor.com/AEPNetworks



(877) 638-4552

Manufacturer Presentation
Communications - Serial Networking Advertisement


Patton Electronics has expanded its **EtherBITS™** line of serial device servers with two low-cost options for connecting RS-232 devices to Ethernet networks. The Model **2232** provides a wired 10Base-T connection and the Model **2211** delivers a wireless IEEE 802.11b Wi-Fi connection. Both models support open-standard TCP/IP with serial RS-232 data rates up to 115Kbps.

Model 2232 EtherBITS™ Single-Port RS-232 Device Server

This low-cost single-port device server lets you monitor, control, and collect data from any async RS-232 device over any IP network.

- Control and Monitor Serial Device--Link asynchronous serial devices and terminals to your IP network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the LAN--10Base-T LAN connection via shielded RJ-45 connector
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit www.Processor.com/Patton1



Model 2211 EtherBITS™ Wireless Single-Port Device Server

The best, most cost-effective method to control, monitor, and collect data from your RS-232 serial devices over a wireless local area network.

- Control and Monitor Serial Device--Control and monitor your serial asynchronous terminals and devices over the local area network
- Supports a Wide Range of Data Rates--User-selectable async data rates up to 115.2Kbps
- Connects Directly to the Wireless LAN--802.11b Wi-Fi 10Base-T LAN connection via built-in WiFi module; 64-bit WEP security
- Standard TCP/IP Protocols Supported--ARP, ICMP, TCP, DHCP client, Telnet
- COM Port Redirector Software Included--Windows-Tactical COM Port Redirector Linux-vtty drivers

For More Information, visit www.Processor.com/Patton2



(301) 975-1000



PATTON Electronics, Co.
7622 Rickenbacker Drive,
Gaithersburg, MD 20879

Manufacturer Presentation
Communications - Security Advertisement

Extreme Networks' CLEAR-Flow Network-wide Security

Organizations are relying upon their network to deliver all information and communications, and due to the wide-ranging types of attacks, security is now as important as bandwidth. Until now, because of limits to security technology, IT managers have had to make choices, deciding which links are the most crucial to protect, opposed to securing the entire network.

A better answer has been delivered with Extreme Networks' network-wide security solution, which incorporates the advanced CLEAR-Flow security rules engine and its Virtual Security Resource (VSR) to scan all traffic, even across 10 Gigabit links, and brings mitigation time for day-zero threats (attacks with no signature or published behavior pattern) down to seconds. It is the first truly scalable and dynamic response solution to monitor, detect, contain and mitigate attacks instantaneously. CLEAR-Flow examines all traffic flows from within the core switch and can immediately take action on suspicious traffic that it encounters or can act to hand off the traffic to a separate appliance, Extreme's VSR, to perform additional scrutiny.

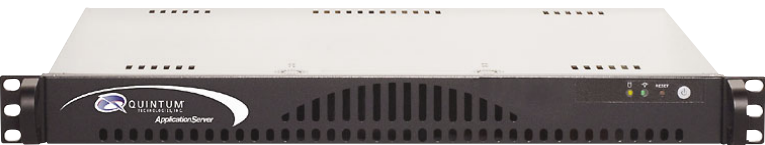
Extreme Networks' Sentiap VSR appliance provides threat analysis and mitigation using behavior-based detection rather than signatures. The Sentiap is not an inline device, it creates no performance impact on the network and doesn't jeopardize network availability even when day-zero threats are masked under DoS attacks.

The combination of Extreme Networks' CLEAR-Flow and the Sentiap VSR appliance takes a crucial step beyond just measuring traffic or sounding alarms—it delivers automated enforcement, containment and mitigation capabilities throughout the network. This reduces the time for day-zero threat mitigation from days or hours, down to just seconds.



www.Processor.com/Extremenetworks

Manufacturer Presentation
Communications - Network & Systems Mgmt. Advertisement



Quintum's new **Remote Management Session Server** simplifies the installation and management of remote Tenors for ISPs, service providers, and network administrators. The RMSS provides a secure and centralized management interface within a Tenor network that allows newly installed Tenors to be registered, configured, and managed remotely, even those behind NAT firewalls. The remote management capability eliminates the need to involve enterprise customers in troubleshooting and upgrades. Tenors can be managed remotely anywhere, anytime via Telnet, FTP, or the Tenor Configuration Manager (GUI).

Tenor VoIP switches and gateways support "drop-in installation" and will automatically obtain an IP address and auto-register with the RMSS. The RMSS can then email the person responsible for managing that Tenor product that it is "online." The Tenor can then be managed remotely. A new configuration wizard is also included with Tenor Switch products and can be utilized for simple configuration via the RMSS. The Remote Management Session Server can register up to 5,000 remote Tenor switches and can manage up to 100 Tenors simultaneously.

For more information, please visit
www.Processor.com/Quintum



1-877-SPEAK IP (1-877-773-2547)
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1-732-544-9119 (Fax)

Manufacturer Presentation
Communications - Wireless Advertisement

Wi-Fi Spectrum Analysis Solution
Now With Updated Software Version 2.0!

BumbleBee™ is a precision-calibrated Wi-Fi spectrum analyzer that measures 2.4GHz, 4.9GHz and 5GHz (other models include Wi-MAX and 900MHz). The handheld BumbleBee™ allows the user to capture, display and log RF data for network installation, coverage and interference analysis. The iPAQ's touch screen allows field engineers to perform advanced spectrum analysis, including three WAVEFORM TRACES, PEAK HOLD and PEAK SEARCH with PACKET / INTERFERENCE TRIGGERS.

New displays in BumbleBee 2.0 include: SPECTROGRAM, HISTOGRAM and PERSISTENCE screens with band presets and Interference ID Assistance. BumbleBee™ supports optional PC playback viewing software and Direction Finding Antennae for pinpointing rogue APs, interference sources as well as wireless standards, including Public Safety Band, RFID, VoIP, 802.11(b,a,g & Bluetooth) and cordless phones/video. Available now for \$2,500 without iPAQ.



Visit www.Processor.com/BVSystems3 for more info!



Phone: (732) 548-3737

Manufacturer Presentation

Communications - Video Advertisement

Polycom's New Instructor RP Videoconferencing And Interactive Whiteboard Solution

Polycom's Instructor RP integrates Polycom's market-leading VSX™ group videoconferencing and collaboration system with an interactive whiteboard solution. Specifically designed to provide superior videoconferencing combined with instructional tools, Polycom's Instructor RP allows customers to use a system that integrates videoconferencing with an electronic whiteboard in a seamless and natural environment—all without the use of a PC.

The interactive learning solution is a high-quality conferencing and instructional learning tool for all educational environments, corporate training, and custom meeting environments. Because the new Instructor RP does not rely on a PC to function, teaching and learning is as easy as talking and picking up a pen to write. In addition, trainers also have the ability to use the interactive whiteboard as their display device and by using a pen, annotate over content, curriculum, or live video sources.

Key benefits of the Polycom Instructor RP:



- Ability to use touch control to operate the VSX user interface directly on-screen
- Camera touch control directly on screen
- No PC required for operation
- Simultaneous display of conference participants and data (People+Content™)
- Class annotation over various sources, including motion video and data applications
- An integrated interactive videoconferencing solution
- Camera touch control directly on screen
- A self-contained cabinet/projection unit driven by a easy-to-use VSX user interface without the requirements of a PC
- Automatic transmission of People + Content

For More Information on the Polycom Instructor RP:
www.Processor.com/Polycom or (800) 765-9266 (POLYCOM)



Manufacturer Presentation

Communication - Storage Networking Advertisement

SAN Routers



Eclipse 1620 SAN Router

Connect to IP backbones, Fibre Channel fabrics, and a wide variety of end systems with this capable and affordable multiprotocol storage switch. The Eclipse™ 1620 supports standard protocols such as iSCSI, iFCP, and E_Port and can be used concurrently for business continuance/disaster recovery plans, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- E_Port for integration into existing multivendor fabrics
- Offers Fast Ethernet or Gigabit Ethernet connectivity
- Support for full fabric, private and public loop FC devices
- High performance with an affordable price

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Broomfield, CO 80021
Phone: (800) 545-5773
Fax: (720) 558-3860



Eclipse 2640 SAN Router

The McDATA Eclipse™ 2640 SAN Router is the next generation of multiprotocol storage solutions. It delivers multivendor, multiprotocol connectivity within the data center and beyond. The Eclipse™ 2640 supports industry-standard protocols such as iSCSI, iFCP, and E_Port and can be used for SAN island integration, business continuance/disaster recovery planning, storage consolidation, remote tape vaulting, content distribution, and iSCSI access to Fibre Channel storage.

- FC, Ethernet, iSCSI, and iFCP connectivity
- Broadest range of E-Port interoperability with multivendor fabrics
- True FC routing for maximum scalability and fault isolation
- Compression to lower WAN bandwidth costs
- Fast Write technology maximizes throughput across long distances
- Offers both Fast Ethernet or Gigabit Ethernet connectivity

www.Processor.com/McData2



Manufacturer Presentation

Communications - Application Networking Advertisement

OptimANA™ CP3604 powered by PortWise

The **ONLY Converged Platform (CP)** that Delivers Scalable, Secure End to End Remote Access, User Authorization, Two-Factor Authentication and Automated Network-Based Bandwidth Shaping and Provisioning in a Tightly Integrated, Easy to Manage Appliance.



Intelligent bandwidth management and provisioning) and offers a significant performance and scalability advantage of up to 300% over access-only SSL VPN products at a comparable price. It also enables significant reductions in administration complexity and ongoing management cost through the systems integrated software.

Assess, Authenticate, Authorize, Access, Audit and Abolish.

Procera's OptimANA CP3604 provides new levels of secure remote access management coupled with two-factor based authentication that meets the Federal Financial Institutions Examination Council (FFIEC), a group that sets standards for banks, a new directive to increase identity security for online banking. Because the FFIEC believes that single-factor authentication (the use of name and password) is not inadequate to protect users against recent Internet scams such as phishing, pharming and remote access Trojan (RAT) attacks, all U.S. online banks have been issued a highly suggestive mandate to implement two-factor authentication for all online banking by the end of 2006.

The CP3604 integrated security appliance combines the functionality of multiple point products (SSL VPN Access, 2 Factor-Authentication, User Authorization,

KEY DIFFERENTIATORS

- Combines Functionality of 4 Different Point Products
- Pricing Competitive with SSL VPN Access Only Products
- Significant Cost and Maintenance Reductions
- Increased Performance and Scalability

BENEFITS

- Unified management
- Wire-Speed performance
- LDAP policy integration
- High availability
- RADIUS authentication support
- Spoofing prevention
- ARP poison prevention
- Block Instant Messengers
- Control Peer-to-Peer applications
- Manage abnormal SSL connections
- Unlimited nodes

www.Processor.com/Procera2



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Los Gatos, CA 95032
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Fax: (408) 354-7211

Manufacturer Presentation

Communications - Security Advertisement

Network Box: Improved File & Email Policy Enforcement

Network Box has enhanced its **“Unified Threat Management”** solution with a new breakthrough in file and email policy enforcement at the gateway.



Network Box supports company policies for blocking and/or accepting email file attachments based on file extension type. The newly released Network Box “file” and “mime” email policies blocking engines extend this functionality to a new level and now support blocking of attachments based and their actual file or MIME type.

This means that Network Box systems are now able to block email file attachments based on what the files “are,” rather than what they “say they are.”

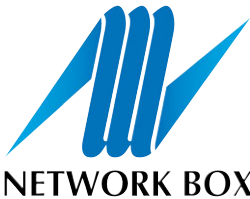
Blocking (or accepting) potentially dangerous file attachments in emails is common practice in the network security industry and a powerful tool in the hands of the system administrator. This functionality lets the administrator set up policies for what types of files are allowed in or out of an organization and can be used as an effective defense against executable code entering or leaving the protected network.

However, there is a problem: A file can simply be renamed to bypass the extension policy blocks. Although heuristics are present in Network Box scanning systems to prevent this for executable code, most systems are vulnerable to such policy avoidance techniques.

Recent advances in the “ease of use” of desktop operating systems are fast removing dependence on extension types for determining which application to pass each particular file on to. Newly emerging applications and operating systems are smartly determining that the file is intended for them, regardless of the file extension. The intelligence of the gateway policy and scanning engine needs to be extended to combat this new threat.

All Network Box customers have already been automatically updated to this new level of functionality and protection, using Network Box's PUSH update technology.

www.Processor.com/NetworkBox



Phone
(832) 242-5757

Manufacturer Presentation

Communications - Content Networking Advertisement

New Enterprise Manager from F5 Delivers Comprehensive Solution for Managing and Maintaining BIG-IP® Devices

Provides a complete toolset for centralized maintenance, management and operation; Appliance increases productivity and reduces costs and complexity.



F5 Networks, Inc.'s Enterprise Manager is a new appliance designed to save customers time and resources with a comprehensive set of tools for maintaining, managing and operating F5 BIG-IP® version 9 Application Delivery Networking devices. Enterprise Manager's easy-to-use centralized management interface includes features that automate common tasks to accelerate deployment and reduce the total cost of ownership. The product features tools for centralized software management, device inventory and control, centralized configuration backup and restore, and centralized SSL certificate management, with all features utilizing a secure iControl connection to the devices.

Enterprise Manager on the TMOS platform offers customers distinct advantages. It provides a coordinated and efficient management strategy that is centrally controlled, while the processing and workload is distributed. Enterprise Manager gives customers clear visibility into their application delivery network configuration and includes powerful features that accelerate a network manager's ability to perform daily, weekly or monthly tasks. Highlights of Enterprise Manager include:
BIG-IP Centralized Software Management
BIG-IP Centralized Configuration Backup & Restorability
BIG-IP Centralized SSL Certificate Repository



Visit - <http://www.Processor.com/F5>

F5 Enterprise Manager 500 is available immediately. For more information on Enterprise Manager, 401 Elliott Ave West • Seattle, WA 98119 • Phone: (866) 543-9373

Manufacturer Presentation

Communications - Security Advertisement

Data Protection At Gigabit Speeds

Moving from private, leased lines to IP networks is more than a trend; it's the new reality of networking. IP networks have indisputable benefits, including lower cost, higher speeds and greater flexibility. However, these benefits come at a price—increased network vulnerability due to the inherent vulnerabilities of IP.

The **CipherOptics SG1002** data protection gateway is designed specifically to protect your proprietary information and intellectual property throughout your high-speed IP network.



With its exclusive TILEA™ encryption architecture, the CipherOptics SG1002 can do what other solutions cannot: deliver wire-speed data protection with complete network transparency and virtually no latency. This combination of performance and ease-of-implementation is what sets the CipherOptics SG1002 apart from routers, VPN blades and firewall extensions and what makes it the best choice for data protection at high-speed.

- No encryption bottlenecks; enables up to 1.9Gbps full-duplex Gigabit Ethernet with AES encryption
- Ideal for latency-intolerant applications such as VoIP, videoconferencing and storage networking
- Ease of installation; “bump-in-the-wire” implementation
- Complete network transparency; the unit does not affect network traffic and does not require intensive management or maintenance
- Easily integrates into existing IP networks
- Single-screen policy configuration and centralized policy management
- Encrypts jumbo frames without degrading network performance
- Can be set up to drop all packets not coming from encryption counterpart, protecting against denial-of-service attacks and potentially obviating the need for additional perimeter security devices

www.Processor.com/CipherOptics2
Phone: (919) 865-7330



CIPHEROPTICS

Data Collection

www.Processor.com/LXE



The MX7 is designed to enhance worker productivity by offering long life and ease of use under the most extreme conditions.

- Tough, yet light enough for scan intensive picking applications
- All-range (4" to 40') bar-code scanning capabilities
- Windows® CE 5.0 OS and a speedy Intel® XScale® processor
- 802.11b/g radio and Bluetooth option
- Voice enabled with ToughTalk™ technology



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KVM

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Rackmount LCD Drawer
w/KVM Over IP
\$1900
New Product!



i-Tech SuperStore for Rackmount LCD Console Drawer

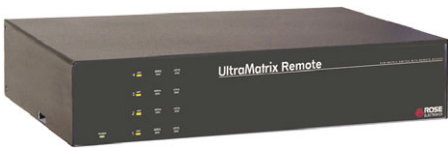
- 15", 17", 19" & 20" is also available
 - Optional with 8/16 ports KVM
 - New integrated with Remote Access via CAT5 and via IP
 - New SUN Solaris Rackmount Keyboard
- Free Grd Shipping for all Rackmount LCD KVM Drawers!**



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KVM

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UltraMatrix™ Remote Server Management

- Connects 1,000 computers to multiple user station over IP
- Secure encrypted operation with computer access control
- High-quality video up to 1,280 x 1,024.
- Advanced visual interface (AVI). Easy to expand.
- No need to power down servers to install
- Free lifetime upgrade of firmware. Call for other models



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Fax: (281) 933-0044

KVM

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UltraConsole™

- Connects up to 1,000 computers to a KVM station
- Compatible with Windows, Linux, Solaris & other OSes
- Connects to PS/2, Sun, USB, or serial devices
- Security features prevent unauthorized access
- Full emulation of keyboard and mouse functions for automatic, simultaneous booting. Easy to expand.



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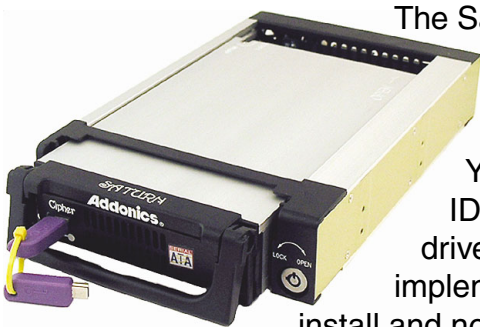


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Manufacturer Presentation

End Nodes - Storage Advertisement

Saturn Cipher Hard Drive Kit



The Saturn Cipher Enclosure kit is one of the most advanced hardware-based hard drive encryption solutions in the market. You can encrypt SATA hard drives, IDE hard drives, or 2.5" IDE hard drives. It is easy to deploy and implement. There is no software to install and no training is required. Using proven standard encryption algorithms and the special Saturn hardware design, Saturn Cipher offers practically bulletproof protection to your sensitive data stored inside the hard drive.

You can use the Saturn Cipher drive enclosure as an external hard drive, as a removable hard drive, or as a drive cartridge. The Saturn Cipher enclosure kit is designed almost identical to the regular Saturn enclosure kit. The only difference is the additional encryption key and electronics in the Saturn Cipher drive enclosure. As a result, Saturn Cipher has the same flexibility and convenience of the regular Saturn enclosure kit.

If you already have invested in the regular Saturn drive kit, you can add the Saturn Cipher solution by just purchasing the Saturn Cipher drive enclosure. The Saturn Cipher drive enclosure will mix in nicely with your existing Saturn drive cradle, share the same Saturn interface cables, power adapter and all other Saturn accessories.

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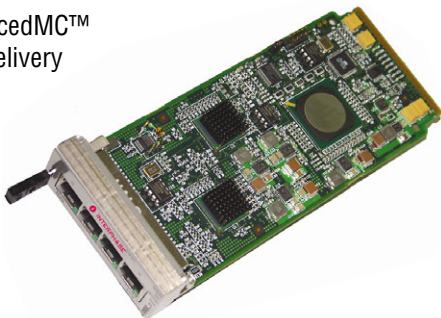
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Manufacturer Presentation

End Nodes - Components Advertisement

Quad-Port 10/100/1000 Gigabit Ethernet from a Single System Slot

Interphase's SlotOptimizer™ 364G AdvancedMC™ Quad Gigabit Ethernet Card enables the delivery of advanced services in telecommunications networks. The new AdvancedMC adapter is designed specifically for converged next-generation and wireless network applications that require multiple high-speed, high-bandwidth Ethernet ports directly connected to the processor blade and provides optimum performance and CPU utilization for even the most demanding applications.



Designed for use in AdvancedTCA® and MicroTCA platforms, the Interphase 364G product features four independent 10/100/1000 Gigabit Ethernet ports, high-performance Gigabit Ethernet controllers, up to x4 PCI Express 1.0a links, auto-negotiation and compatibility with PCI Express-compliant host systems. The 364G also features an Intelligent Platform Management Interface (IPMI), enabling the card to be monitored and controlled by remote shelf management controllers. In addition, the product comes with inherent robustness, reliability, and hotswap capabilities delivered by the AdvancedMC form factor. Software support for the 364G includes drivers for Carrier Grade Linux and Sun Solaris™ environments.

Key applications enabled by the SlotOptimizer 364G include serving GPRS Service Nodes, softswitches, MSC servers, and OAM&P platforms.

For More Information, Visit:
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FusionA8™ is built around the advanced 64-bit Dual-Core Opteron™ 800 Series processor technology from AMD® and features 4 GbE ports and support for a maximum of 64GB memory. 4 PCI-X 64/133MHz and IPMI 1.5 make the FusionA8™ server a powerful solution for any HPC processor technology.



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Manufacturer Presentation

End Nodes - Component Advertisement

Sensory Networks announces the NodalCore IPS Accelerator for Snort with Gigabit Performance.

Their patented NodalCore technology turbocharges the world's leading Intrusion Detection and Prevention System to gigabit rates with unrivaled rule support.

Sensory Networks, the leader in acceleration technology for network applications, today released the NodalCore IPS Accelerator for OEM vendors of IDS, IPS, and UTM systems. The accelerator supports the Snort engine and performs content inspection of network traffic while assessing Snort rules in real time.

Traditional architectures dramatically drop in throughput once deep-inspection is turned on, according to Sensory. By offloading the CPU intensive content-matching functions to a pre-integrated C-2000 MX or Ultra PCI cards, it reduces system resource contention and accelerates throughput. It comes with the following features:

- 1Gbps end-to-end throughput with 60,000 rules loaded
- Compatible with Snort 2.4 and older versions
- Preprocessor support includes TCP stream reassembly, IP defragmentation and URI decoding.
- Suitable for OEM vendors of IDS, IPS and UTM systems
- Available now for C-2000 MX and Ultra PCI cards

Sensory Networks is a leading OEM provider of high performance network security acceleration technology. The company's NodalCore hardware acceleration products include a broad range of chipsets, accelerated software libraries, PCI acceleration cards and appliance platforms for Antivirus, Antispam, Antispyware, Content Filtering, Firewalls and Intrusion Detection/Prevention systems

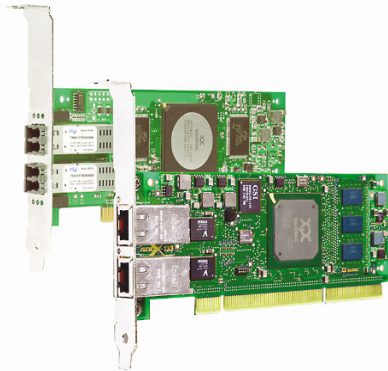
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Manufacturer Presentation

End Nodes - Storage Component Advertisement

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- Better 4Gb Performance
- Better 4 Gb Scalability

New from QLogic are the SANBlade Pro 2440 and 2460 families of 4Gb Fibre Channel host bus adapters for the enterprise. The 2440 reads 202,000 I/O per second and the 2460 reaches 304,000 I/Ops. The HBAs recheck parity or ECC before stripping out an old data reliability check and uses technologies such as Intelligent Interleaved DMA and Out-Of-Order Frame Reassembly to ensure high performance and data safety.

The 4Gb HBAs from QLogic offer a suite of technology advancements that help storage administrators in enterprises ensure complete business continuity, maintain application performance and cost-effectively scale their networks.

Storage administrators in large enterprises are trusted with nothing less than ensuring complete business continuity. That's why the most popular SANblade® HBA models have field-proven reliability of more than 1.7 million hours mean-time-between-failure.



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Manufacturer Presentation

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Scalar i2000 - The Intelligent Library for the Enterprise



Scalar i2000

An intelligent library for the enterprise

- 1 to 96 Drives
- 100 to 3,492 Cartridges
- Capacity-on-Demand
- Integrated iPlatform Architecture
- iLayer Management Software
- Fully Integrated SMI-S support



Intelligent Storage™

The Scalar® i2000 intelligent enterprise library uses exclusive iPlatform™ architecture and integral iLayer™ management software to reduce the time users spend managing backup, cut the need for service calls by 50%, and shorten issue resolution time by 30%. The Scalar i2000 eliminates the need for external library control servers by integrating advanced management functions inside the library, including proactive alerting and remote diagnostics, library partitioning, I/O management, media trend analysis, drive usage reports, and support for SMI-S. The Scalar i2000 uses its I/O blade architecture to offer faster, more reliable operation in SAN environments, and its capacity-on-demand scalability lets users grow their backup system easily from 100 to more than 3,400 tape cartridges in a compact, 19-inch rack-compatible form factor.

Features and Benefits

- Exclusive relational diagnostics™ reduces service calls by 50% and shortens issue resolution time by 30%
- Integrates advanced management functions inside the library for more effective management of the backup process
- Designed to support integration with leading disk-based solutions
- I/O blade architecture for faster, more reliable SAN operation and reduced switch port requirements
- Integrated SMI-S allows the library to be managed through standard SRM tools, including EMC ControlCenter™
- Drive utilization and media integrity analysis tools for advanced library resource management and diagnostics
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Manufacturer Presentation

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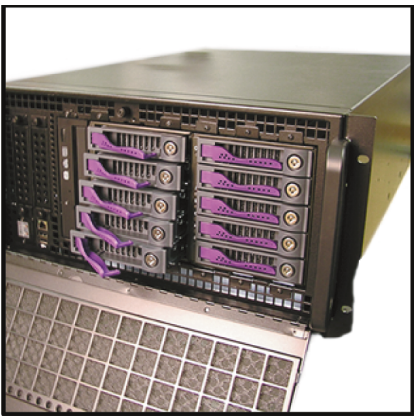
as described below, plus applicable taxes. Dual-Core CPU configurations available but not included in special configuration. Call Western Scientific for more details.

Description

The FusionA8™ 8-Way AMD® Opteron™ -powered server delivers high processing capabilities to the high-performance computing market. The FusionA8™ is built around the advanced 64-bit Dual-Core Opteron™ 800 Series processor technology from AMD® and features 4 GbE ports and support for a maximum of 64GB memory. 4 PCI-X 64/133MHz and IPMI 1.5 make the FusionA8 server a powerful solution for any HPC processor technology.

Service Plan

1 Year 8/5 Help Desk
Next Business Day Onsite



Features

- 1-8 Dual-Core AMD® Opteron™ 800 Series CPUs
- 128GB of DDR333 or 400 memory
- 32 memory slots (4 per CPU)
- 2 fixed 3.5" drives
- Up to 10 hotswap SATA or SCSI drives
- Optional SATA or SCSI internal RAID controller
- (4) x 10/100/1000 onboard Gigabit ports
- (4) 64-bit 133/100/66 PCI-X slots
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- Optional IPMI system management
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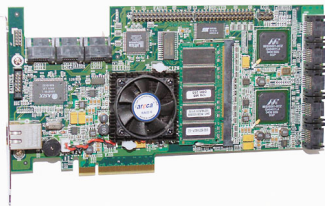


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Storage Component

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PCI-Express SATA II 3Gb/s RAID Controller

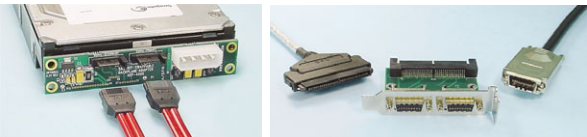
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Manufacturer Presentation

End Nodes - Storage Advertisement

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Print System



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Meet the new Océ TDS320, an entry level, digital system that offers high functionality in an affordable package for lower volume users. The Océ TDS320 makes it easy for large format copier users to move up to a digital solution without a large initial investment, plus it eliminates the cumbersome, two-step plot-then-copy process for inkjet users. The result is a more productive workflow without sacrificing quality or budget.

Features such as scan-to-file functionality, copy-set processing, and a fully integrated stacker make the Océ TDS320 productive and time-efficient. Available in upgradeable configurations of printer, copier, or full multifunction system with scan-to-file capability.

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Data Comm Component

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Quad-Port Gigabit Ethernet Interface Card

The SlotOptimizer™ is a perfect solution for use in conjunction with early ATCA processor blades, which have few or no native faceplate Ethernet ports. It is best suited for applications requiring multiple ports directly connected to the processor blade, including both telecom-oriented and general-purpose computing platforms.



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Manufacturer Presentation
Communications - Antispyware Advertisement

Barracuda Spyware Firewall Extends
Network Spyware Protection to the Desktop with
Spyware Removal Tool

The Barracuda Spyware Firewall effectively monitors all inbound and outbound network activity at the gateway, blocks malware, identifies all infected machines on the network, and notifies the administrator. Once infected machines have been found, the new **Barracuda Spyware Removal Tool** allows administrators to scan for threats on the infected machine and then remove any malware. The Barracuda Spyware Firewall's extensive spyware and virus definition database is updated hourly via Barracuda Energize Updates, ensuring that the Barracuda Spyware Removal Tool is stopping the latest threats.

In addition, the Barracuda Spyware Firewall now shows the hostnames of infected machines, rather than just the IP address, when possible. This feature makes it more convenient for administrators to identify which machine is infected so that they can then apply the Spyware Removal Tool to remove the infection.

This latest version of the Barracuda Spyware Firewall is immediately available to all current customers at no additional charge. New customers will receive the new version out of the box. Pricing varies by model and starts at \$1,999 in the U.S. with no per-user licensing fees. International pricing varies by region. Barracuda Networks also offers free 30-day evaluations of all of its products.

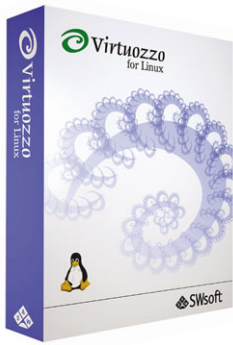
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Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

Linux Server Virtualization

Virtuozzo for Linux 3.0 available now!



Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.

As an operating system virtualization solution, the unique architecture enables the most efficient use of hardware, software, and management resources. The light overhead and efficient

design of Virtuozzo makes it the right virtualization choice for server consolidation, disaster recovery, and all production servers with live applications and data.

Virtuozzo for Linux 3.0 leverages some architectural improvements to provide these major enhancements:

- **Zero-Downtime Migration** - Virtuozzo captures the state of an existing virtual private server and migrates it to a new physical server without any interruption in service or availability. The migration may be done between any two networked Virtuozzo servers without a SAN.
- **EZ Template Management** - Building on Virtuozzo's capability for creating both operating system and application templates, EZ Templates feature smarter template creation and loading with the capability of defining, finding, and resolving software dependencies.
- **New Resource Management** - Virtuozzo enables administrators to define many processing parameters to very precisely define a virtualized server's performance. The new resource management option offers a simplified interface that helps administrators set a few basic parameters based on expected system performance to manage the same server resources.
- **2.6 Kernel Support** - Virtuozzo now supports distributions based on the 2.6 Linux kernel. It is also backward compatible for 2.4 distributions so older virtual private servers and applications do not necessarily need to be upgraded to reside on the same Virtuozzo server.

Visit www.Processor.com/SWsoft for more information!



Manufacturer Presentation
End Nodes - Mobile Advertisement

Acer leads the market as the first company to offer a full line of notebooks featuring the new Intel® Centrino® Duo mobile technology. Dual-core processing power paves the way for ultra-fast data processing, enhanced multitasking, extended connectivity, and power-saving features that prolong battery life, empowering users to communicate anytime, anywhere.



The TravelMate 8200 is Acer's commercial flagship notebook with a 15.4-inch wide-aspect LCD, giving users 30% more viewing space. The TravelMate 8200 features an array of security and communication solutions, including Acer Video TravelMate 8200, which blends timeless colors with innovative materials and textures.

Embodying the extreme in mobile computing, the notebook is powered by Intel® Centrino® Duo mobile technology and features next-generation GDDR3 memory, along with a wide display and total security solutions. The cover uses carbon fiber, a highly resilient and light material used in the aerospace industry for dependability. An integrated Web camera with 1.3 megapixel high-resolution CMOS delivers higher-quality video, and the 225-degree rotation of the camera means users can take photos of objects behind the notebook cover without turning the notebook around. Architectural improvements with Intel's dual-core processors, ATI Mobility™ Radeon® X1600 graphics with 512MB HyperMemory, and 256MB dedicated GDDR3 VRAM produce stunning visual realism. The TravelMate 8200 is a winner of the iF Design awards - which is an internationally renowned seal of design excellence.

Acer proudly announces that the TravelMate 8200 and 5-Series (AL1751/AL1951/AL2051W) LCD monitors have won the 2006 iF (International Forum) awards for product design. The iF seal of design excellence has become a symbol for superior quality and developed into a trend-setting design competition over the past five decades.

For More Information on Acer Products,
Please Visit www.Processor.com/Acer
Call: (408) 432-6200



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Manufacturer Presentation
End Nodes - Server Appliance Advertisement

Proofpoint Messaging Security Gateway

The Most Powerful, Secure Appliance for Messaging Security

The Proofpoint Messaging Security Gateway™ delivers the industry's most complete and effective security for enterprise messaging infrastructures. It combines a robust, enterprise-class MTA with perimeter security, antispam, antivirus, secure messaging and outbound content security capabilities in an easy-to-deploy, hardened appliance. Proofpoint's antispam appliance is available for both large enterprises (the P-Series appliance) and small and medium-sized businesses (the X-Series appliance).

Features:

- Secures your network against spam, viruses, connection-level attacks and hackers—right at the gateway.
- Proofpoint MLX™ machine learning technology provides unrivaled antispam effectiveness and content filtering accuracy.
- Protects your enterprise from liability created by noncompliant or offensive emails.
- Protects valuable intellectual property and trade secrets.
- Deploys in just minutes by simply plugging in to your network.
- Supports encrypted email via TLS or popular third-party secure messaging systems.
- High-performance MTA proven in the most demanding enterprise email infrastructures.
- Hardened and vulnerability-tested appliance exceeds enterprise and government security requirements.
- Integrates with enterprise identity management systems such as Active Directory, Domino Directory and other LDAP sources.
- The Proofpoint Messaging Security Gateway delivers the powerful features of the best-in-class Proofpoint Protection Server® right out of the box—without the need for extensive customization.

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Manufacturer Presentation

End Nodes - Thin Client Advertisement

The Neoware e90 and Neoware e140, like other members of Neoware's family of thin clients and software products, enable enterprise customers to run Windows(r), Internet, and legacy applications on servers and display them on secure, manageable, solid-state devices that have no hard drive, DVD, fan, or other moving parts. With the introduction of the Neoware e90 and the Neoware e140, Neoware now offers the industry's broadest family of thin-client solutions, with a choice of open, standards-based operating systems that are manageable with open, standards-based management software.

Specific capabilities of the Neoware e90 and Neoware e140 include:

Neoware e90



- * Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it's manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
- * Features a new compact, space-saving design with an internal power supply that eliminates the external "brick" found on other thin clients for easier installation, higher ongoing reliability, and better ergonomics. Neoware is the first global provider to offer this combination of compact design with high performance.
- * Includes a high-performance processor that is ideal for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
- * Includes three conveniently located USB ports, two serial ports, one parallel port, and PS/2 keyboard and mouse ports to provide support for the widest range of peripherals.

Visit www.Processor.com/Neoware2 for More Info

Neoware e140



- * Available with a choice of Neoware-enhanced Windows CE, Windows XP Embedded, and Linux operating systems, and it is manageable by industry-standard management software, including Neoware ezRemote Manager, IBM Tivoli, Microsoft SMS, and Altiris.
- * Is the first thin client from a global provider that includes digital video output (DVI), which displays brighter and truer colors and a sharper image with flat-panel monitors.
- * Includes a high-performance processor that offers superior performance for running local applications such as Microsoft Media Player, Internet Explorer, and Java.
- * Features an optional PCI slot for wireless cards, dual-head video, and other requirements.

Visit www.Processor.com/Neoware1 for More Info

neoware

Phone: (610) 277-8300

Manufacturer Presentation

End Nodes - KVM & Console Access Advertisement

4-Port USB Audio KVM Switch Kit

The best valued and most versatile 4-port USB 2.0 Audio KVM Switch from ConnectGear - UG104. This switch manages up to four PCs or Macs equipped with USB 2.0 or 1.1 ports from a single PS/2 keyboard, PS/2 mouse and monitor. It has a built-in console audio jack to allow connected PCs or Macs to share the speakers. UG104 is the best-valued KVM switch because it also offers three built-in USB 2.0 ports for USB peripheral sharing among connected PCs or Macs such as printers, scanners, external hard drives, and cameras.

UG104 features intelligent PS/2 mouse and keyboard emulation to ensure flawless bootups. User can either use push buttons or on-screen display (OSD) menu for port selection. In the Auto Scan mode, different (5 ~ 30 sec.) time intervals can be set to monitor the computers.

UG104 comes with four sets of special 6-foot USB cable kits with audio plugs for your convenience.



- Key Features:
- Easy to install - no software required, complete installation within minutes using bundled cables.
 - Easy to operate - port selection using push buttons or on-screen display (OSD) menu.
 - Flawless booting - PS/2 keyboard and mouse emulation for error free bootup.
 - Audio support - console audio jack provided for speaker sharing.
 - Built in USB hub - 3 additional USB 2.0 ports for sharing USB devices such as printers, scanners, cameras, and external hard drivers.
 - LED indicators - color-changing LEDs for easy system status monitoring.
 - Bundled cables - four special six-foot USB cable kits with audio plugs are included.
 - Auto Scan - auto scan function with variable scan time interval settings.
 - Metal casing - rugged metal case and compact design for easy placement.
 - Warranty - one-year limited warranty

3653 Yale Way
Fremont, CA 94539
(510) 438-0869
sales@connectgear.com

www.Processor.com/Connectgear



Manufacturer Presentation

End Nodes - Storage Advertisement

Network Attached Storage Solution

Up To 1.6TB & Incorporates Serial ATA Hard Drives

TeraStation

Features:

- Four operational modes: Standard, Spanning, Mirroring and RAID 5
- Removable hard drive rack to allow quick swapping of hard drives should a drive fail
- Advanced RAID system to continually check hard drive performance
- 10/100/1000 Gigabit Ethernet port and Jumbo Frame capability for higher transfer speeds
- Heat-release-conscious design with smart layout and ventilation supply
- Memeo™ Easy Backup software included
- Large silent fan to release HDD heat effectively and quietly
- Four USB 2.0 ports, allowing 4 simultaneous USB connections
- Built-in print server for sharing and managing a USB printer on the network*
- Built-in FTP server functionality
- Easy setup wizard and management through intuitive Web interface



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BUFFALO

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Manufacturer Presentation

End Nodes - Storage Advertisement

Affordable & Reliable
Enterprise-Quality Data Protection
For Small & Medium-Sized Businesses



Small and medium-sized businesses can now enjoy the same class of data protection as large enterprises, thanks to Accordance Systems' new ARAID™. Connected to either local PCs or a central server, the ARAID™ IDE and SATA controllers' RAID 1 capability has now been expanded to protect Registry files, open database files, and application files. ARAID attaches directly to your drive port or externally via your USB or Firewire.

Accordance Systems' ARAID is the first low-cost RAID system of its class, disk mirroring all computer files for disaster recovery and data backup.

The Accordance ARAID controller supports dual hard drives and mirrors data onto both drives. As data gets written to one disk, it is automatically copied to the second disk. If one disk fails, the data is protected on the other disk. To replace a failed hard drive, the user simply pulls out the removable ARAID hard drive tray, pulls out the bad disk, and replaces it with a new one. **The ARAID automatically copies the data from the remaining good drive onto the newly inserted hard disk.**

The ARAID is commonly used for backup by using three hard drives: one that stays in the ARAID controller and two that are rotated in and out. The removed hard disk is taken offsite to provide reliable and secure storage of valuable data against disaster scenarios. This is an effective replacement to using tape cartridge backup systems. **Studies have shown that a third of all tape backups never finish correctly.** Disk-based backups using the ARAID are less expensive, less labor intensive, and more reliable than tape-based backups.

3636 Westown Parkway, Suite 203
West Des Moines, IA 50266
Phone: (866) 334-4446
Fax: (515) 226-3462

www.processor.com/Accordance

ACCORDANCE

Manufacturer Presentation
End Nodes - Server Advertisement



Stratus ftServer W Series 5700 System

The ftServer® W Series 5700 system from Stratus Technologies is the industry's first fault-tolerant server to use Dual-Core Intel® Xeon® processor technology. The two-way server (with eight processing execution cores) provides 99.999% uptime and is ideal for enterprise business processing and multitasking applications. The ftServer 5700 supports the Microsoft® Windows® Server 2003 Enterprise Edition operating system and uses Stratus-engineered chipsets and the company's patented Continuous Processing® technology to bring premier continuous availability to decentralized mission-critical computing. The server is available with the Virtual Technician module (VTM), a fault-tolerant remote access controller that connects to the fully fault-tolerant Stratus® ActiveService™ Network to help ensure the highest reliability possible. The ftServer 5700 also supports the Stratus Active Upgrade™ technology for online patching, hotfixes, and upgrades.

PROCESSORS

Logical processors	2-way SMP
Processor	Dual-core Intel® Xeon™ processor 2.8GHz
Cache	2MB iL2 per core
Frontside bus	800MHz

MEMORY

Min/max memory	2GB/16GB DDR2
----------------	---------------

I/O SUBSYSTEM

PCI-X slots	6 x 64/100
-------------	------------

STORAGE SUBSYSTEM

SATA drives supported	400GB (7200rpm); 74GB (10,000rpm)
Base system drive slots	(SATA) 6
Expansion drive slots	(FC) 12

www.Processor.com/Stratus



Stratus Technologies
U.S. Operations
111 Powdermill Road
Maynard, MA 01754-3409
978-461-7000

Manufacturer Presentation
End Nodes- File Transfer Appliance Advertisement

Accellion Courier Secure File Transfer Appliance

Secure File Transfer Assessment Initiative

Secure File Transfer Assessment Initiative (Secure FTA Initiative) seeks to shed light on the Sarbanes Oxley/HIPAA compliance and security benchmarks and best practices for current business processes that involves file transfer.

Gone were the days when network traffic was limited and security concerns few. IT staff and end users can no longer rely upon FTP and email to transfer files. The IT platform-agnostic and business-process-flexible Accellion Courier File Transfer Appliance (FTA) is the only true appliance solution on the market that meets today's secure and ad hoc file transfer needs.



FTP and Email are no solution

E-mail and FTP have become part of the problem for today's secure, ad hoc, and instantaneous file transferring needs. Prevalence of large files (>10MB) has spread from limited specialty users, such as video and audio files, engineering documents, manufacturing specifications, medical diagnostics, and lab results, to the everyday business needs of sending large presentations and high-resolution graphics.

Receive and Send any size file - ad hoc and secure

Courier File Transfer Appliances (FTA) provide an intuitive way to exchange large files of any size, including gigabytes, with internal and external recipients. Courier FTAs allow users to design file-transfer processes that make sense by providing uncompromising security while hiding its complexity from the everyday user.

Reduce network, systems, and IT management burden

With 80% of email traffic in attachments, Courier File Transfer Appliances (FTA) decouple file transfer from email and restore sanity to email and WAN managers. End users will stop complaining about mailbox quotas and attachment sending limits. With the policy-based file lifecycle administration tools and the Plug in/Set up/Forget appliance design, the IT team can focus on other priorities without diluting service quality.

To get your FTA please call (650) 739-0095
or visit www.Processor.com/Accellion



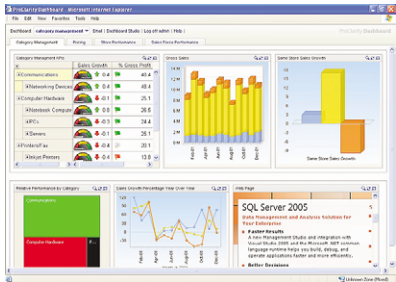
Manufacturer Presentation
Software - Database & Data Mining Advertisement

ProClarity Analytics 6 enhances SQL Server 2005

ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

An expanded analytics footprint

- **Simplifies the complexity of the UDM**
Microsoft's new Unified Dimensional Model (UDM) provides enhanced functionality and powerful new capabilities. With these improvements comes complexity. ProClarity 6.1 simplifies the complexity by making it a much more intuitive process by leveraging hierarchy, attribute and measure relationships to create analytic views. Context filters help keep analysis focused on pertinent information, and ProClarity's highly visual charts and graphics help users instantly understand key performance indicators (KPIs).
- **Improves SQL Server's adaptability**
ProClarity frees IT from being the sole group responsible for creating and maintaining KPIs. With ProClarity 6.1, any business user can do it.



- **Enables train-of-thought analysis**
Instead of needing technical expertise or IT to perform data analysis, users can simply link from any spot on the dashboard into full-screen, guided ad hoc analysis.
- **Simplifies deployment and customization**
Eliminating the need to install analytics software, ProClarity provides easy portal integration through URL addressability and completely thin, zero-footprint clients built on an open .NET architecture. All charts are optimized for Web deployments.

Expanded delivery options

- **Equips you to more easily produce printed reports**
With ProClarity Publishing Server, it's simple for end users to create externally consumable publications that integrate ProClarity graphs, grids, and visualizations with commentary and dynamic text. The publications can be fully customized to fit corporate branding guidelines.
- **Cuts costs**
Publication templates are reusable so you don't have to start from scratch each time you need the publication.
- **Links scorecards to analytics**
By adding powerful charts, visualizations, and analysis tools, ProClarity takes your Microsoft scorecard initiative much further, with an easy-to-integrate, zero-footprint scorecard solution.

For Evaluation Software:
www.Processor.com/ProClarity

500 S 10th St
Boise, ID 83702
Phone: (208) 344-1630
Fax: (208) 343-6128



Manufacturer Presentation
End Nodes - KVM & Console Access Advertisement

KVM.net

IP Solutions for the KVM network

Centralize Management of IP Access to the KVM Network

KVM.net is an IP access management solution for the enterprise environment. It centralizes management of access to servers and network devices, unifying administration of KVM/IP targets, devices and users across geographic locations.

KVM.net manages the KVM network for businesses with large numbers of servers, network



devices, and remote access users that need to be managed centrally. Examples include distributed data centers, testing labs, and lights-out facilities.

Access all your servers via a single IP address

KVM.net gives IT managers and administrators a unified view of their KVM infrastructure. It manages IP access to the data center servers and devices, even if the KVM network is distributed across many physical data centers.

The intuitive, browser-based GUI provides complete transparency for users regarding location, topology, and configuration. Users simply log on to a single IP address that routes them to their assigned targets, and that's all they see.

Secure your KVM IP network

KVM.net's Access Rights Management System is designed to align with existing authentication mechanisms. Sessions are secured using standard 128-bit SSL.

Security is implemented in three places: between the user and the KVM.net Manager, between the user and the connected IP gateway, and between the KVM.net Manager and the IP gateways.



www.Processor.com/Minicom (888) 486-2154

Minicom Advanced Systems Inc.
414 North Wood Ave. Linden, New Jersey 07036

Manufacturer Presentation — End Nodes - Cases Advertisement

MRC-2CC 2U-12 Swap Bay Enclosure Rackmount Chassis



MRC-2CC

MMI's MRC-2CC is the first Fault-Tolerant 2U IPC Chassis with 12 Hot-Swap SATA 3.5" Hard Drive Bays. The MRC-2CC is designed to hold a standard ATX Motherboard and up to a N+1 Dual-Redundant 600W PFC Power Supply.

- Dimensions: 2U 20" Deep
- Form Factors: ATX
- Expansion: 3-Slot Horizontal PCI Slots, 7-Slot Vertical Low-Profile PCI Slots
- Drive Bays: 12 Hot-Swap/Backplane SATA 3.5" Drive Bays
- Chassis Cooling: 2 x 80mm fans. 1 x 60mm fans (Noise Killer)

- With MMI as your technology provider, you get an edge over the competition. MMI has an in-house, dedicated, highly trained R&D team with the facilities, software, and equipment to get the job done. Quality material is the key to superior reliability and performance. MMI designs and builds its products so that the total cost of ownership is low.

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Manufacturer Presentations

End Nodes - Server Appliance Advertisement

Check Each Week

Barracuda Spam Firewall 900

New Barracuda Spam Firewall 900 Raises the Bar for Spam and Virus Filtering for Large Organizations

Manufacturer Presentations filled on new products.



NO PER
22 million
15-30

The Barracuda Spam Firewall 900 offers the large storage capacity and the fastest throughput available gateway appliance.

The Barracuda Spam Firewall 900 builds on the platform offered with all Barracuda Spam Firewall solutions storage capacity for quarantined messages and to tune email processing. Similar to its predecessor

PHYSICAL

HVAC

■ **MotorCool** unveiled its CM12, a ceiling-mounted, spot-cooling air conditioner capable of providing 1000 Btu/h. The device is ideal for crowded server or equipment rooms where maneuvering a portable spot cooler is often a difficult task. The CM12 has the following features: a built-in condensation pump, mounting brackets, both return and supply air flanges, and an automatic shut-off controlled from a common fire alarm control

Product Releases

Definition updates occur automatically and users can scan any system connected to the network. An integrated spam blocker helps to filter incoming email without any changes to email programs (compatible with Microsoft Outlook/Outlook Express, Eudora, Netscape, Incredible!, AOL, Hotmail, MSN, and Yahoo!).

■ **Microsoft** is teaming up with **White Communications** to support a hybrid IPsec and SSL VPN appliance for large businesses. Called **White Intelligent Application Gateway**, the appliance will be based on Linux and SSL VPN software in Microsoft's ISA Server 2004's e-mail, Web, and content.

The device sits behind corporate firewalls that can screen traffic at the layer as it terminates incoming traffic by either SSL or IPsec tunnels businesses more flexibility in methods available to remote users.

■ **Adtek Technology** announced the **AdtekLink AV Series** of extenders. These extenders enable retailers, marketers, and government agencies to manage high-quality streamed multimedia over long distances. They use a single CAT5 cable to deliver high-quality video. Extenders at the top of this range feature an integrated 300MHz DeSkew technology to prevent clock skewing. The AdtekLink AV extenders are mainly used as a cost-effective way to install flat-panel displays in public locations and transmit display content from a computer located in a safe place.

■ **MOXA** bills the VPort 3310 as an industrial video server. The system features DIN-rail mounting, 24VDC redundant power inputs, and IPsec protection. A VPort 3310-T offers protection against extreme temperatures (-40 to 75 degrees C). The VPort 3310 uses MPEG4 video compression to provide the best quality while using a minimum of bandwidth. Multicast IGMP (Internet Group Management Protocol) further increases bandwidth efficiency, and video is streamed using RTPS (Real Time Streaming Protocol) standard. Various video resolutions are offered, but MOXA claims the system can process 30pp at 352 x 240. SSNMP provides for easy remote administration, and support for PPPoE and ADSL connections means you can connect the VPort 3310 directly to a WAN. The system includes MOXA SoftDVR Lite IP Surveillance Software free.

Wireless

■ **Bluesocket** released the **BlueSocket Access Point 1500** family of wireless access points. Bluesocket teamed with Realtek Solutions to develop the new WiFi Alliance Certified access points. The access points feature Virtual Access Point Technology for automatically assigning SSIDs and a unique VLAN designation to

CD/DVD duplicators

Options For Creating Multiple Copies With Ease

by Scott O'Neil

If you're IT environment spends lots of time duplicating large numbers of audio, CD or DVD, duplication is an essential tool you can't do without. Many of these devices now come with integrated computers and high resolution printers and feature fully automated operation, so generating a large number of media copies is usually a matter of loading up a stack of discs, pushing a few buttons, and walking away. Here's an overview of a few CD/DVD duplicators that may meet your needs.

CD/DVD duplicators Explained

The fastest CD/DVD burner in the world won't be much help when you're facing a large media duplication project. Manually

resolution test or printed copies to your discs.

Of course, the more money you're willing to spend, the more features and duplicating prowess you can get in your duplicator of choice. Most manufacturers, such as Microtech, Cinelab, or Disc Makers, manufacture and market a wide variety of duplicator models ranging in price from a few hundred dollars to a few thousand.

If you want 100% automated operation, flexible software control, large capacity, and healthy throughput, be prepared to spend some dollars. But there are a number of duplicator choices in the marketplace that are quite capable and won't shatter your budget.

Disc Makers EliteLab Duplicators

Disc Makers manufactures and markets a wide variety of DVD and CD duplicators, ranging in price from under \$1,000 to more than \$4,000. The EliteMini line of duplicators features easy PC connectivity, generous built-in capacities, and 4800RPM

MARKET WATCH

future media purchases, free lifetime technical support, and a one-year warranty.

In November of the company released its Pro single drive CD/DVD duplicator. The device is ideal for small business and even home office buyers who need duplication capabilities at a reasonable price. The Pro's throughput is impressive: up to six 4.7GB DVD-Rs per hour or 12 700MB CD-Rs per hour.

The company's Xpress XE duplicator is similar in many respects to the Xpress SD, but it has fewer capabilities than its smaller, higher-volume sibling. For example, the Xpress XE duplicator's capacity is "only" 200 blank discs, and the device includes two CD/DVD recorders.

Other features include a stand-alone IDE to IDE copy controller, IBM CPU, onboard infrared via LCD display, upgradeable firmware, and compatibility with a wide variety of formats, including DVD-ROM, DVD-Video, DVD-R, Business Card, R, 3-inch Mini CD-R, and others. You can order the Xpress products from www.eyetec.com, its online shopping site.

Serial Networking

data gateway from **Advantech** gap between legacy equipment and LANs. The 8375 ADAM-series RS-232C/232B/RS ports transmit data wirelessly at up to 115,200 baud.

It supports "advanced" bit security measures, automatic

SNAPSHOT

Microtech Xpress XE, EE, and 2400

Duplicators designed to give rapidly starting at 200 discs

www.Processor.com/cdclab

CodeD DVD Tracer Pro

CodeD's Tracer Pro DVD recorder tower duplicator models feature dual format recording capabilities, providing the flexibility to use your duplicator projects in the DVD standard of your choice. These Pioneer recorders are controlled via a user interface that allows for easy one-button operation of the recorder.

Multiple command functions such as auto load drive, disc-to-disc copy, verify, copy and paste, and emulate all supported, 40 x or 80GB models allow for plenty of options while multiple file systems and file sizes are supported. Also many

Articles with valuable product overviews and data.

Breakthrough Technology: Maximum System Performance – Automatically

It's a known fact fragmentation cuts directly across the integrity of your systems causing crashes, slowdowns, freeze-ups and even total system failures.

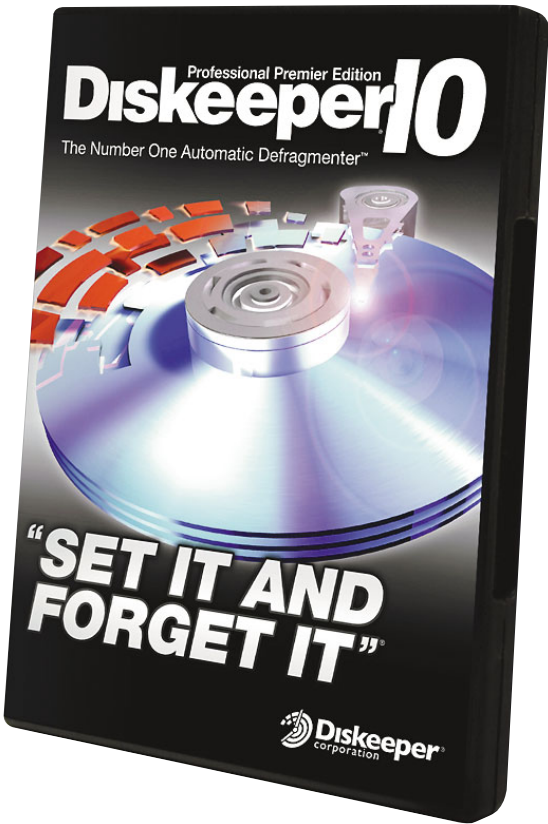
NEW Diskeeper 10 provides new adaptive technology designed to wring every last drop of performance out of every computer on your network.

No more complaints from users waiting 50 seconds opening a Word document, 45 seconds saving a file, or 70 seconds searching for one.

With Diskeeper's advanced automatic "Set It and Forget It"® technology, peak performance is maintained – automatically!

Diskeeper 10 "Set It and Forget It" Features

- **NEW!** I-FAAST™ (Intelligent File Access Acceleration Sequencing Technology), breakthrough disk performance calibration technology that boosts access speeds for the most commonly accessed files.
- **NEW!** Terabyte Volume Engine™ defrags large volumes, SANs, RAIDs, and NAS, quickly and thoroughly.



- **NEW!** Core enhancements provide faster, more thorough defragmentation.
- **NEW!** Enhanced I/O Smart™ intelligently provides transparent defragmentation ensuring uninterrupted system operation.
- **EXCLUSIVE!** "Set It and Forget It" scheduling includes SmartScheduling™ for fully customized and automatic defragmentation based on individual usage patterns.
- **NEW!** Enhanced user interface provides easy configuration and scheduling as well as reports on disk health, real-time performance and fragmentation statistics.
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Manufacturer Presentation

Software - Patch Management Advertisement

Security Patch Management Solution Incorporates Windows Firewall Management

FACT #1: Microsoft releases security patches at alarming rate.
FACT #2: According to the FBI and Gartner Group, about 90% of all security breaches occur as a direct result of exploiting known security vulnerabilities that were not patched (Code Red, SQL Slammer, NIMDA, Blaster, and Sasser).
FACT #3: Deploying patches manually is complex and time-consuming and most of the time is not viable.
FACT #4: Security breaches lead to devastating results that affect your business and are very costly in lost data, productivity, and revenue loss.
THE SOLUTION: Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager.

- Patch vulnerabilities in WinNT/2000/XP/2003, IIS, SQL, Exchange, ISA, Microsoft Office, IE, and other Microsoft products
- Patch Research and Automated Inventory Update
- On-demand and Automated Network Scanning
- On-demand and Scheduled Patch Installation

Gravity Storm Software's Service Pack Manager (SPM) has been a security patch-management mainstay on Windows networks since Windows NT. New release of Service Pack Manager, v7.1, includes distributed patch management and a useful new Windows Firewall-management feature. At startup, SPM enumerates the workstations and servers on your network and scans the devices for patches and service-pack status. Then you can select a network computer and have SPM produce a detailed list of the patches and service packs that are appropriate for that computer and identify whether they've been downloaded and installed. You can install SPM 7.1 as either a master console or a secondary console. Master console operators can test, approve, and publish patches on intranet Web servers, whereas secondary console operators are limited to deploying approved patches. Security Patch Management part of SPM is compatible with NT SP4 and later.

SPM 7.1's useful new Windows Firewall manager uses rich but intuitive GUI to control Windows Firewall on the enterprise network. Windows XP Service Pack 2 and Windows 2003 Server SP1 include personal firewall as part of the OS. Service Pack Manager provides significant convenience, visibility, and enhanced reporting and manageability vs. the use of the command-line tools Microsoft provides and doesn't require Active Directory (AD) or Group Policy (GP). It allows setting firewall policies on hundreds and thousands of network machines in minutes. Simply select the systems you want to manage from SPM's top-level network-tree view then click the firewall icon. You can examine and set the firewall policies then apply them to selected machines or groups of machines on your network.

You can download a fully functional 2-week trial version from:
www.Processor.com/GravityStorm



Gravity Storm Software
A SecurityBastion Company

3525 Del Mar Heights Rd
Suite 630
San Diego, CA 92130
Phone: (858) 792-0162
Fax: (866) 450-7931

Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

NetQoS Enhances Network Performance Management Suite

The NetQoS Performance Center provides global visibility, via a single Web console, into all three key metrics necessary to quantify network infrastructure performance: end-to-end response time, traffic flows and device performance. Its modules include SuperAgent for measuring application performance over the network, ReporterAnalyzer for analyzing traffic flows, and NetVoyant for monitoring the infrastructure. The Performance Center's customizable, role-specific views help engineering, operations, and management staff do their jobs more effectively. The NetQoS Performance Center v1.1 now incorporates the full functionality of the NetVoyant® device performance monitoring product NetQoS acquired in April 2005 from RedPoint Network Systems. With the NetVoyant polling product, the Performance Center now provides SNMP-based performance metrics for managing network infrastructure, devices, and services.

"Instead of cobbling together tools from different vendors and hoping they will work together to provide some actionable data, customers can get all their performance information integrated in one portal with the NetQoS Performance Center," says Joel Trammell, NetQoS CEO. "NetQoS products were built from day one to scale to the largest networks and provide the data needed to improve enterprise network performance rather than simply focusing on availability. The combined power of our products in the Performance Center provides a faster, more reliable way to improve the delivery of networked applications."

For More Information, Visit www.Processor.com/NetQoS2



Manufacturer Presentation

Software - Security Advertisement

PortWise 4.5

Redefining Identity and Access Management for the Mobile Enterprise

New Features Include:

- **Enhanced Client-side Security** – Provides better control over what devices gain access and what applications are allowed inside the network
- **Extended Identity Management** – Supports federated identities and standard protocols to further integrate with current security and business infrastructure
- **Graphical Reporting** – Generates real-time and historical reports of all remote access activity
- **Triggers and Alarms** – Enables administrators to be proactive and define notification alarms for unusual events
- **Dynamic Application Portal** – Automatically adjusts portal view for device screen size

PortWise 4.5 is a landmark release and delivers more comprehensive, integrated, and secure access to corporate applications and data for mobile employees, business partners, and end users. Building on trusted and proven PortWise technology, the 4.5 version empowers organizations to take a more proactive, informed, and extensive approach to protecting against identity theft and Internet espionage.

The PortWise platform has the following benefits:

- 5 Core Technologies
 - Clientless SSL VPN Access
 - Strong Authentication
 - Single Sign-On and Federated Identities
 - End Point Integrity and Protection
 - Midpoint Integrity
- Extensive and Granular IAM Policy Management
- Central Audit, Reporting & Alerting
- Enterprise Administration
- Scalable Enterprise Architecture



Portwise 4.5 is currently available.
Visit www.Processor.com/Portwise for more information
or call 650-472-3582

Manufacturer Presentation

End Nodes - Workstation Advertisement

Pentium M-based Book PC



Equipped with the Intel® Pentium® M/Celeron® M high-performance processor, the **BPC-8080** answers the demands for Point of Sale (POS) Terminals, interactive kiosks, Automated Teller Machines (ATMs) with expanded capabilities, gaming terminals and even high-rel and harsh environment equipment.

The **BPC-8080** is engineered for the Intel 915GM and ICH6M chipset platform and supports DDR2 SDRAM DIMM sockets up to 2GB of memory. Also, with the onboard Intel 915GM built-in Intel Graphics Media Accelerator (GMA) 900, it delivers superior multimedia capabilities. With its PCI Express expansion slot, the **BPC-8080** also offers an option to add other devices such as graphic cards.

The **BPC-8080** features completed I/O connectors such as 4 COM ports each with 5V or 12V voltage selectable, 1 parallel port, 1 slim FDD interface, 2 EIDE interfaces, keyboard, mouse, line-out, 1 Giga LAN and 6 USB 2.0 ports. The **BPC-8080** comes with VGA and DVI output, and it provides an excellent solution for dual display and unparallelled resolution experience.

With the compact size, including low power/high-performance processing platform, hard disk drive, DVD-ROM, PCI Express slot, multiple input-output ports and Gigabit Ethernet communication etc., the **BPC-8080** is undoubtedly the one to maximize your productivity.

For More Information:
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Manufacturer Presentation
Software - Business Productivity Advertisement

Asset Management Software

NetSupport DNA (Dynamic Network Administration) facilitates central management of your enterprise PCs in a secure, coordinated and efficient manner. Combining powerful Hardware and Software Inventory with Software Distribution, Application and Internet Metering, Web-based Helpdesk, PC Remote Control and more, NetSupport DNA ensures compliance with corporate configuration standards while simultaneously reducing the Total Cost of Ownership (TCO).

IT assets account for the largest proportion of the overall IT spend, therefore, ensuring they are properly managed and maintained becomes one of the highest-priority corporate goals for any organization where TCO (Total Cost of Ownership) is high on the agenda.

Without a comprehensive management program in place, IT assets can cost far more than necessary through waste and redundancy (direct costs) and overly complex management and maintenance (indirect costs). By implementing an effective IT asset management program, companies can view every asset in their enterprise, allowing them to control and manage IT assets, eliminate waste and redundancy, and comply with ever-tightening government compliance regulations.

For more information on how NetSupport DNA can help manage your organization's assets, visit www.Processor.com/NetSupport3.



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Manufacturer Presentation
Software - Security Advertisement

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Ensuring a safe Internet for your students and staff, improving employee productivity, reducing legal liability, and optimizing your IT resources just became AFFORDABLE.

Web Hawk is a state-of-the-art filtering solution designed to ensure your network traffic is both safe and productive. It has all the features and benefits offered by other enterprise filtering solutions but at substantially lower prices. You CAN save with Web Hawk. Try it for free.

Monitor, Filter, and Protect For a Lot Less

- CIPA compliant
- Over 9.5 million categorized domain names
- Page-level blocking
- Set flexible rules based on users, groups, time of day, Web site category, file types, protocols, browse time quotas, and more
- View Internet traffic in real time
- Installs within minutes
- Automated task scheduler eliminates day-to-day administration
- Email alerts instantly report inappropriate use

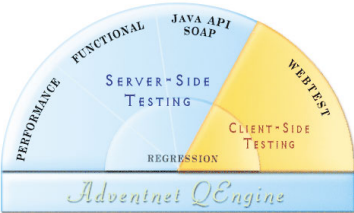
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Please call 1-888-TANGENT for additional information

Application Development

www.Processor.com/AdventNet



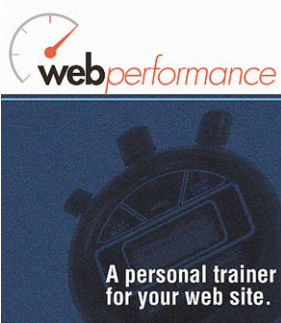
AdventNet QEngine is an extensive, platform independent Test Automation tool used for Web, functional, acceptance, performance, API and regression testing. Supports testing of applications developed using HTML, JSP, PHP, XML, SOAP, WSDL, e-commerce, traditional client/server etc. Tool is developed using Java which facilitates portability and multiple platform support Windows, Linux, and Solaris.



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How many users can your website handle? Web Performance Trainer™ is web load testing and web stress testing software and tools targeted at web sites that use standard technologies such as web forms, J2EE, ASP, .NET, PHP, ColdFusion, Java, etc. Its automatic analysis can tell you how many users your website is capable of handling at one time using your own unique performance criteria.



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myPassword is a secure way to eliminate password reset calls to your Help Desk.

myPassword includes:

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Asset Management

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Manufacturer Presentation

Software - Security Advertisement

Oracle COREid Access and Identity

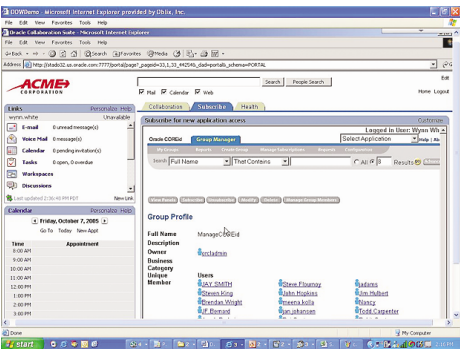
Identity Administration
Oracle COREid Identity provides the user and group management, delegated administration, password management and self-service functions necessary to manage large user populations in complex, real-world environments.

- **User, Group, and Organization Management:** Dynamically create groups based on user attributes.
- **Delegated Administration:** Unlimited ability to delegate user administration to managers and partners.
- **Unified Workflow:** Industry-leading workflow to manage user lifecycles
- **User Self-service and Password Management:** Reduce help desk calls via password reset and user self-service.

Access Management
Oracle COREid Access provides policy-based access control and single sign-on to web applications, Enterprise Java Beans (EJB), and J2EE resources. It supports all leading authentication technologies and authorization methods.

- **Web Single Sign-On:** Secure access to multiple applications with one password and user ID.
- **Flexible Authentication Methods:** Oracle COREid supports all popular methods including browser forms, digital certificates, and smart cards.
- **Centralized Policy-Based Authorization:** Centralized policy administration and enforcement reduce cost and operational complexity for IT administrators.

Integration with existing eBusiness infrastructures
Oracle COREid provides pre-built agents to protect, access, and manage all leading



third-party Web servers, Application servers, Portal servers, LDAP directories, email systems, and relational databases. Oracle COREid Access and Identity also provides seamless integration with Oracle Fusion Applications: Oracle eBusiness Suite, PeopleSoft, JD Edwards and Retek.

Compliance Reporting
To demonstrate regulatory compliance, corporate auditors often require comprehensive reporting across all security and identity operations. To ease this task, Oracle provides unified and centralized audit reporting for all COREid components, Web applications, and Web Services

- **Centralized Auditing and Logging.** All operations are stored and correlated in a secure database for reporting and analysis.
- **Pre-Built Identity and Security Reports.** Includes a dozen out-of-the-box reports.
- **Global User and Resource Access Reports.** See all resources a user can access, and all users who can access a resource.

For More Information:
www.Processor.com/Oracle

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Redwood City, CA 94065
Phone: (650) 506-7000
Fax: (714) 444-8400

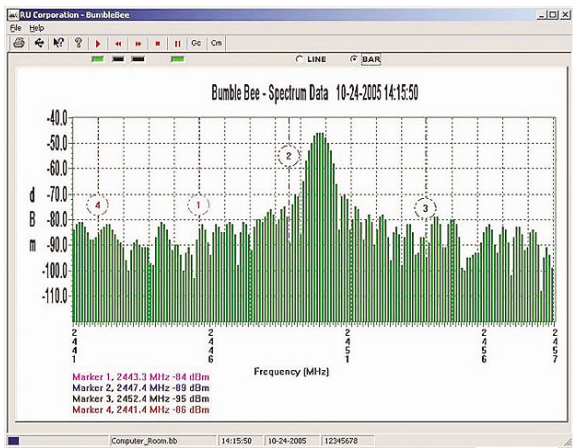


Manufacturer Presentation

Software - Wireless Management Advertisement

PC Playback Viewer For Spectrum Analysis Data

Berkeley has a new PC Playback Viewer for spectrum analysis data captured on its handheld BumbleBee™. The Windows® software application can read and display RF data directly off the BumbleBee™ iPAQ via USB or from the iPAQ's removable SD or CF card slots via a card reader. The PC software operates much like a VCR with PLAY, FF, REW and PAUSE buttons and allows users to view MARKER points created during capture as well as create new MARKER points for PC viewing. BumbleBee™ PC viewer software is available now to all BumbleBee™ users for \$250.



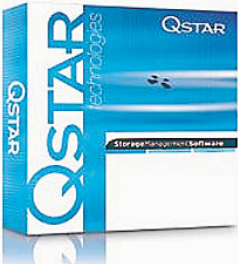
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QStar HSM (Hierarchical Storage Management) has been setting the standard for storage management since its introduction. QStar HSM has continued to evolve to provide even greater performance and data security for the lifeblood of your business. With thousands of installations around the world and supporting a wide range of archival media and platforms, your choice of a solution is now easier to make than ever before.



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ProClarity Analytics 6, version 6.1, supercharges the Microsoft business intelligence (BI) platform, making it easier than ever for IT to create a successful BI solution, and simpler than ever for decision makers to use it.

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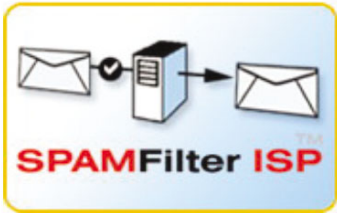
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Antispam

www.Processor.com/LogSat



With SPAM Filter ISP, you can block spam & viruses before they reach your mail server. SPAM Filter ISP is configured to be your spam filter gateway and handles all incoming emails going to the servers listed for your MX records. SPAM Filter ISP can be configured to listen on a specific IP, multiple IPs, or all IPs bound to the NIC card.

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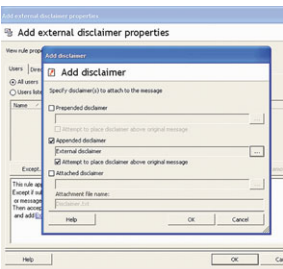


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Email Utility

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Policy Patrol Email for Exchange Server and Lotus Notes/Domino offers anti-spam, antivirus, keyword filtering, attachment blocking, compression, disclaimers, signatures and many more email management features. Policy Patrol includes a powerful rules wizard that allows you to create customized user-based rules by specifying conditions, exceptions and actions.



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Disk fragmentation causes crashes, slowdowns, freeze-ups and even total system failures. Manual defragmentation just isn't practical—it takes too long. NEW Diskeeper 10 is the "Set It and Forget It"® high-speed defragmenter that runs undetectably in the background and makes the problems of fragmentation go away forever!

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Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

Integrated Network Management Solution
AlterPoint and Entuity Join Forces

AlterPoint and Entuity are partnering on a product that will give customers integrated, real-time and historical insight into a network's configuration and performance. The integrated product helps enterprises solve problems at the cause rather than manually sifting through the symptoms provided by traditional fault and performance management systems. By combining AlterPoint's DeviceAuthority and entuity's Eye of the Storm, companies and service providers can proactively monitor, manage, and enforce compliance, security, change, and inventory to maximize IT performance while reducing cost and risk.

Entuity's EYE is a network management suite that provides network specialists, planners, application owners and business managers the actionable information needed to manage complex networks and routed environments. AlterPoint's DeviceAuthority provides a comprehensive solution for automating and managing configurations of routers, switches, firewalls, VPNs, wireless access points, and other network devices. The integrated AlterPoint/Entuity solution will provide:

- **Automated problem resolution** - As an intelligent NCCM solution, DeviceAuthority notifies EYE when a configuration change or a policy violation occurs.
- **Inventory synchronization** - This benefit reduces the effort required to manage multiple inventory sources by automatically seeding DeviceAuthority's inventory with EYE's device list.
- **Dynamic topology resolution** - EYE's automated, continual discovery of network topology and devices and their attributes provides a real-time, accurate, and detailed network inventory configuration management database (CMDB).

For Complete Information, Visit:
www.Processor.com/AlterPoint2
(888) 228-3422

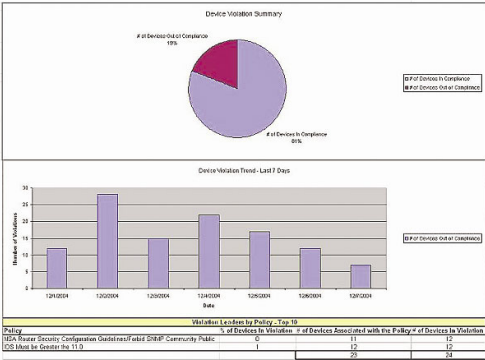


Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

Network Security & Compliance Software
AlterPoint Expands DeviceAuthority 4.0

Version 4.0 Delivers Enhanced, Enterprise-Class Compliance and Security Capabilities for Network Management

Most large companies have difficulty meeting the demands of security and compliance at the network level in a cost-effective manner. The effort to truly understand the details about every device installed, along with the different operating systems and change data, is a tremendous challenge. DeviceAuthority 4.0 eliminates the need for companies to tie up their precious network engineering and operations personnel to do this tedious, but critical work.



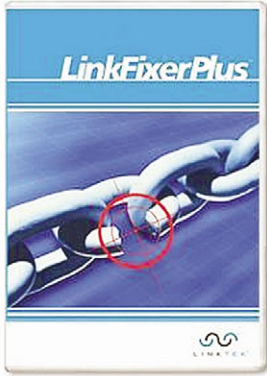
Policy Summary Report

AlterPoint's customers, in industries such as financial, healthcare, government and technology, rely on some of the most complex networks in the world and they understand the impact that better network visibility and management has on their ability to reduce security threats, increase reporting capabilities, and meet auditing requirements. The expanded policy engine in version 4.0 enforces best practices and enables continuous compliance by making it easy to create rules for devices and groups, and then validating, in real time, every change made against the associated policies.

"Our DeviceAuthority 4.0 enhancements were developed in direct response to enterprise customers' requests to address the growing concern for network security and compliance with regulations like Sarbanes-Oxley, HIPAA and NSA security guidelines," says Jeffrey Ait, AlterPoint president and CEO. "In order to meet the stringent internal and external security and compliance requirements, DeviceAuthority now provides the most powerful capabilities to meet and enforce mandates, such as separation of duties between auditors and administrators, tracking every user action along with 'reason codes' for complete accountability, and masking sensitive information down to the configuration element."

AlterPoint™ For Complete Information, Visit:
www.Processor.com/AlterPoint
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Link Management
www.Processor.com/LinkTek



LinkFixerPlus is the first app that automatically fixes links in batches of files when conducting a file or data migration due to: server upgrades or consolidations, server name changes, new storage servers, path name changes or folder reorganizations. LinkFixerPlus allows you to move or rename Microsoft® Word, Excel, PowerPoint®, Autodesk® AutoCAD®, Adobe® InDesign®, PageMaker® or HTML files, in batch, including the files they point to.



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Patch Management
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Automated Network Security Patch Management Tool for IT Professionals of any level: Service Pack Manager
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Management Suite
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MetaSolv Inventory Management helps you accurately manage all the resources required to deliver communications services, allowing you to identify availability, location, and capacity of your network assets. MetaSolv Inventory Management enables you to keep your inventory "ever-green"—continually refreshed with near real-time visibility into any discrepancies between the actual network and the inventory database. In addition to helping you serve your customers better, this functionality also facilitates your compliance with financial reporting requirements like Sarbanes-Oxley.

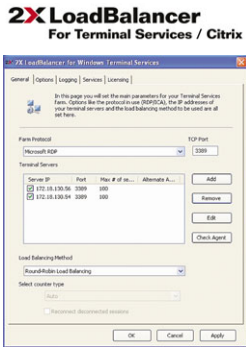
- Manage and reduce physical network inventory costs
- Facilitate management of network inventory
- Manage customer and service inventory associations

Visit www.Processor.com/Metasolv For More Info!



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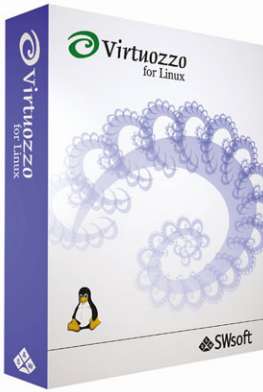
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Virtualization
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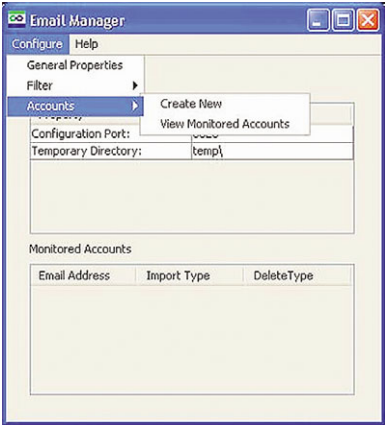
Virtuozzo creates isolated, secure VPSes (virtual private servers) or virtual environments on a single physical server enabling better server utilization, ensuring guaranteed resources, and preventing applications from conflicting. Each VPS performs and executes exactly like a standalone server; VPSes can be rebooted independently and have users, IP addresses, processes, system libraries, and configuration files.



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Manufacturer Presentation

Software - Imaging & Printing Advertisement



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DocFinity®


Optical Image Technology
Email Manager

The new version of Optical Image Technology's Email Manager includes several major enhancements that give it much more functionality and more configuration options for administrators than its predecessor.

The program is a powerful email archive system that allows an organization to store important emails in the fully secure DocFinity repository and locate them using one of the many retrieval options available. In the newest release, the program's ability to index emails is not limited to the traditional fields such as date, time, and sender. Any of the email's header information, both custom and standard, can also be used for indexing, allowing users more ways to store and retrieve emails. This enhancement provides more functionality, enabling emails to be associated with other documents based on their content. The system administrator sets the indexing criteria in advance, so emails are automatically indexed behind the scenes.

Additionally, the new Email Manager allows administrators to set up rules regarding which emails are stored and indexed. This enables the system to conserve storage space by rejecting spam and other messages of little or no importance. New features enable the administrator to set up whitelists and blacklists to authorize or reject all emails matching those on the list.

The new Email Manager is written in Java, allowing it to operate on any platform. A single installation of Email Manager can monitor multiple email addresses on multiple mail servers and apply unique indexing for each address. It works with POP3 and IMAP email servers and their secure versions.



Optical Image
Technology, Inc.

www.Processor.com/DocFinity2

(814) 238-0038

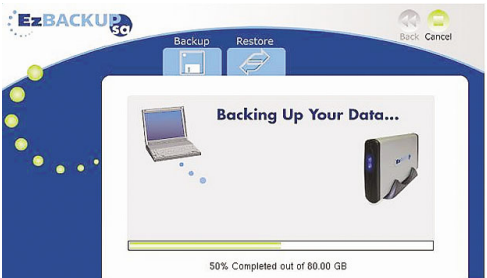
Manufacturer Presentation

Software - Storage Advertisement


Data Protection Software

Based on DPS' increasingly popular EzBackup™ solution, the company has developed and now offers its EzBackup software to end users seeking simple, cost-effective and robust solutions that enable users to boot directly from the backup drive and restore in a single step. This truly unique software solution now enables Windows® users to make any hard disk drive a backup device and grants them the ability to instantly restore their entire system's hard drive, a directory, file type or a specific file. DPS also offers EzBackup™, enabling users to simply back up and recover files to any hard disk without creating a mirror-image copy of the system.

As part of its development, Data Protection Solutions continues to advance its strategic approach to continuous data protection by strengthening, simplifying and delivering backup solutions that take features found in the enterprise, such as bare metal recovery (BMR) and delivering them economically for use with edge-of-the-network devices such as PCs, laptops, workstations and departmental servers. Users can now enjoy simple, more reliable and lower cost disk-to-disk technologies with one-step restore capabilities.



For a FREE 45 day trial to learn how EzBackup can end your backup woes, Visit www.Processor.com/DataProtection2




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Wireless Management

www.Processor.com/BVSystems17



Hive™ is site survey mapping software that works with Berkeley's Yellowjacket® 802.11 (B, A or B/G) Wi-Fi receiver system and runs on an iPAQ® PocketPC®. This system is ideal for detecting and optimizing indoor/outdoor network coverage as well as wireless holes and security leaks all with no GPS reception needed. Hive™ features improved GUI, survey paths, screen snapshots, multiple studies/floorplans open simultaneously, auto-save & more.



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Access Control

www.Processor.com/SafeBoot



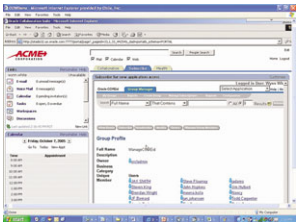
The SafeBoot® suite of mobile data security solutions protects data, devices & networks against company data leakage associated with loss, theft & unauthorized access. SafeBoot offers powerful encryption & strong access control technologies that scale in size, integrate with existing network infrastructure & are transparent to the end user. SafeBoot's centralized management capabilities provide enterprises with operational efficiency.




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Access Control

www.Processor.com/Oracle



Access and identity are the means for administering users and their privileges and controlling their access to enterprise resources. Oracle Identity Management delivers access control and identity management through Oracle COREid Access and Identity, Oracle Application Server Single Sign-On and Oracle Delegated Administration Services.



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Accounting & Logging

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Internet Monitoring Solution

ObsurferPro™ is a simple to use, cost effective, Internet Monitoring solution aimed at assisting Network Admins in the task of identifying and controlling use of valuable Internet facilities within working hours. ObsurferPro™ will monitor and record all Web sites visited and provide valuable feedback that will allow you to identify what the surfing practices of your employees really are.



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Event Correlation

www.Processor.com/Dorian



Event Alarm™, from Dorian Software Creations, is an easy-to-configure application that can alert network administrators the moment specific events happen throughout the network. Running behind the scenes as a Microsoft Windows® service, Event Alarm constantly watches over your machines' event logs and network's syslogs, immediately notifying you at the first sign of trouble.



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Policy Compliance

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CREDANT® Mobile Guardian (CMG) Enterprise Edition

This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.



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Dallas, TX 75001
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Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement
High-Capacity Gigabit Analysis



Network Instruments, the leading innovator of network analysis solutions, released the GigaStor 2 Terabyte, which is a cost-competitive, high-capacity gigabit analysis and stream reconstructive appliance. This 2TB appliance is the newest addition to Network Instruments' GigaStor product line and part of a new paradigm of network analysis, which resolves problems more effectively by eliminating entire steps within the troubleshooting process.

This time-based navigation utility within the GigaStor product line allows network professionals to navigate through hours, days, even weeks worth of network data down to the nanosecond. Therefore, if an employee complains of a problem that happened around 7 last night, it is quite simple to isolate a time interval (6:50 p.m. to 7:10 p.m., for instance) to capture and analyze that problem.

"Our enterprise customers originally demanded a high-capacity analysis device they could utilize at the core of their networks," Douglas Smith, president and co-founder of Network Instruments, says. "We fulfilled those requests with the GigaStor 4T and the GigaStor 8T. They were so impressed with the new troubleshooting methodology these products offered that they requested an alternative high-capacity appliance they could deploy on connections outside the core."

As with all GigaStor appliances, the GigaStor 2T can support up to eight ports at gigabit wire speed for any combination of SPAN sessions, full-duplex connections, and trunked links. It also processes data directly on the appliance. This eliminates having to transfer large amounts of data across the network for analysis. Additionally, the GigaStor 2T can concurrently serve as a gigabit probe, tracking real-time statistics and solving issues with a comprehensive Expert system.

Pricing for the GigaStor 2T starts at \$19,995 for a two-port configuration. This price point comes at a fraction of the cost of competitive offerings.

www.Processor.com/Network2

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Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement
Wireless LAN Analyzer



AirMagnet Laptop Analyzer 6.0 is the sixth generation of AirMagnet's popular, laptop-based WLAN security and troubleshooting software. The new Laptop Analyzer adds support for Intel® Centrino® technology, eliminating the need for users to buy a separate Wi-Fi card, and includes a remote visibility capability to share real-time network information with distant experts.

AirMagnet has also expanded its compliance reporting feature with a new compliance report to help users meet strict new regulatory requirements for wireless payment transactions. This automated compliance report supports PCI DSS, the Payment Card Industry's Data Security Standard – a set of 12 requirements created by VISA and MasterCard to ensure that cardholder information is kept secure throughout the credit card transaction process. Merchants or service providers who fail to comply with the standard face

financial penalties and may even have their acceptance privileges revoked. AirMagnet already delivers compliance reports for Sarbanes-Oxley (SOX), Health Insurance Portability and Accountability Act (HIPAA), Gramm-Leach-Bliley (GLBA) and the DOD8100.2 directive.

AirMagnet Laptop Analyzer 6.0 adds more than a dozen new features in all, including:

- Direct security alarm notification to email, cell phone and other end-user devices
- Device peer map for enhanced visualization of communicating wireless devices
- Greater monitoring range with external 802.11a/b/g antenna support via the Ubiquity Super Range Card and support for new cards covering Japan's 12 802.11a channels
- Enhanced decoding support for key Internet protocols such as FTP, SMTP, Telnet, HTTP and POP

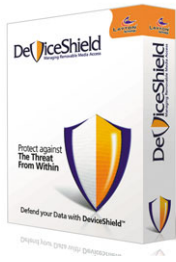
Laptop Analyzer 6.0 is priced at **\$3,495** in the U.S. and is available now.

To download a free 7-day trial version, visit <http://www.Processor.com/AirMagnet3>



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Sunnyvale, CA 94089
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Fax: (408) 744-1250

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\$495
Starting Price

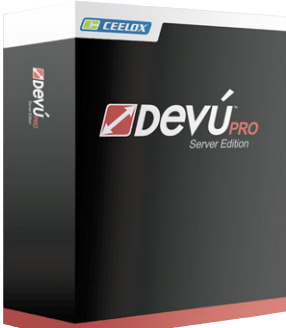
DeviceShield™ allows you to take control & manage all removable media devices. You will quickly gain full control of every port, drive and device on every workstation!

- Control access to your PC ports, device types and specific device models
- Provide read & write permissions and even file control for USB Plug and Play devices and iPods
- Allows multiple removable policies for every level in your organization



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Phone: (813) 319-1390

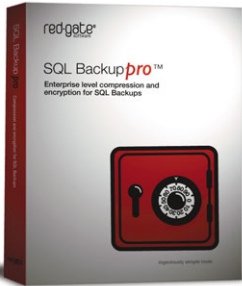
Backup Application
www.Processor.com/Ceelix



Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.

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Phone: (813) 769-0918

Backup Utility
www.Processor.com/RedGate



\$695
Per Server
With Substantial
Volume Discounts

Red Gate Software's SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations. It provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data. Advanced compression levels provide up to 95% smaller backups & deliver speeds up to three times faster than native SQL Server backups.



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Attention
Data Center/IT Managers

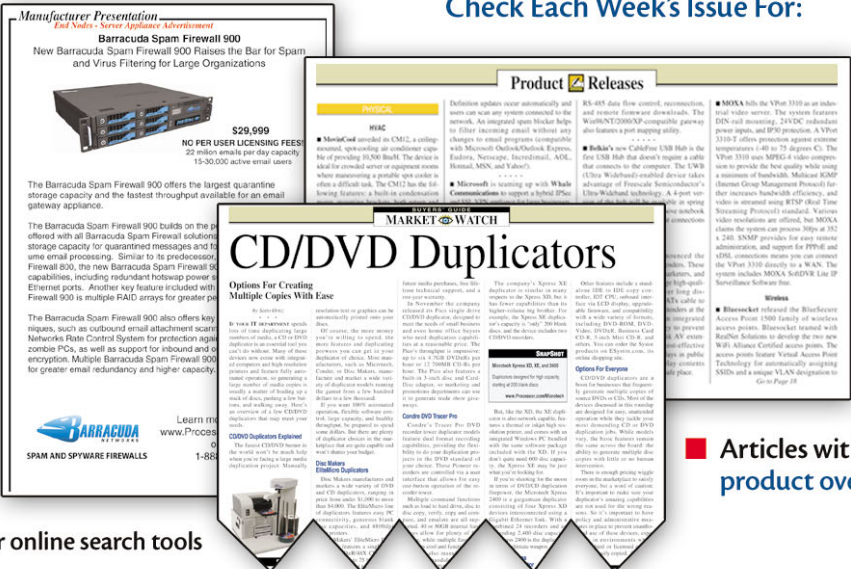
Where Do You Go To Find The Newest Products Available?

Check Each Week's Issue For:

- Manufacturer Presentations filled with in-depth information on new products.

- Quick rundowns of all new data center-related products released in the past week.

- Articles with valuable product overviews and data.



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Manufacturer Presentation
Software - Mobility Advertisement

View Your Microsoft or WordPerfect Office Files on
Your Cell Phone or BlackBerry

Fone Folio bridges the gap between your PC and your cell phone or BlackBerry®, making it easy to view your own files, photos, spreadsheets, graphics, and presentations wherever you are.

Designed to work on virtually all currently available mobile phones, your files are instantly available to you anywhere. All that's needed is an Internet connection.



In addition to built-in support for all versions of Microsoft Word, Excel, and PowerPoint since version 97, and for Corel WordPerfect, Quattro Pro, and Presentations (version 10 or newer), the software also works with generic text, comma-delimited files, and 12 of the most popular image file formats.

By encrypting and compressing data and trimming Office documents to their essentials, Fone Folio puts critical data into your hands while you travel, securely and inexpensively.

Whether you are a salesperson who needs access to Office documents on the road or a medical or legal professional who needs a convenient way to carry confidential documents with you, Fone Folio has the tools you need.

Fone Folio runs under Windows 98SE/Me/2000/XP. The application supports all modern cell phones that use either Java™ or WAP 2.0 as well as the RIM BlackBerry® with OS 4.0 or greater. No BlackBerry Enterprise Server (BES) is required.

For a **free demo** and more information, please visit
www.Processor.com/FoneFolio



Circuit Systems, Inc.
281 Middle Road
Hammonton, NJ 08037
Sales: (609) 704-8658

Manufacturer Presentation
Software - Application Development Advertisement

AdventNet Provides Free Edition of
Industry-Leading Web NMS framework for
Development of EMS / NMS Applications

Web NMS Express Edition is a free-for-development version of the industry-leading EMS/NMS framework. Technical support and runtime deployment licenses can be purchased when required. The Express Edition supports FCPS functionality and comes bundled with the Struts-based Web client. The Struts framework enables quicker development and deployment of Element/ Network Management Applications (EMS/NMS). With this initiative, AdventNet has made its Web NMS technology more economical for EMS/NMS development.

Over 350 development teams across the globe have evaluated and selected AdventNet Web NMS as the basis for their custom OEM software development for Element / Network Management Applications (EMS/NMS). With worldwide adoption of Web NMS in the OEM and service provider space, the new Express Edition will serve clients looking for a quicker development of an SNMP/ CLI - based management solution with FCPS functionalities.

"The Express Edition helps customers reduce their upfront development cost and only pay when they deploy their applications, unless they require technical support during the development phase. This is a good option for customers considering in-house development," said Prabhu R., Product Manager for Web NMS, AdventNet.

AdventNet provides affordable software in the areas of network applications and database tools. With a broad product portfolio and an active customer base including enterprises, equipment vendors and service providers, AdventNet has emerged as a very affordable and high-quality alternative to expensive software that is common in the industry. AdventNet is headquartered in Pleasanton, CA with offices in NJ, NH, India, UK, China and Japan. It has a well-trained partner base around the globe and thousands of customers worldwide.

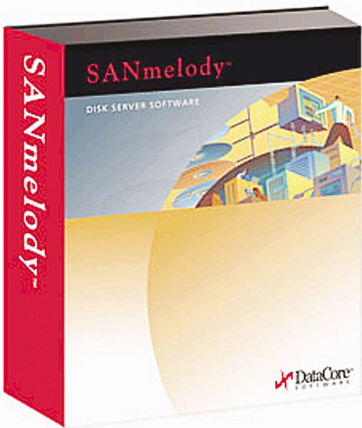
For More Information Visit
www.Processor.com/Adventnet5
Phone: (925) 924-9500



Manufacturer Presentation
Software - Storage Advertisement

Powerful IP SAN Software at Affordable Prices

SANmelody™ pricing starts below \$1,000



SANmelody™ software converts PC servers into cost-effective expansion disk servers. Their added capacity appears as additional internal drives to disk-starved servers on LANs or SANs. This simple solution eliminates the need to commission extra application servers when the existing systems have no more room to add disks. Advanced options include point-in-time snapshots, auto failover across redundant disk servers, auto provisioning of disk space and long-distance asynchronous replication over IP WANs. These functions are host-independent and operate without occupying resources on the application servers.

To enhance application security and availability, SANmelody-equipped disk servers can maintain up-to-date copies (mirror images) of critical data currently housed on internal disk drives.

SANmelody accelerates performance through built-in caching that minimizes delays from slower mechanical drives. The software equitably distributes the available disk space to multiple applications spread across several machines by carving out smaller logical disks from larger physical disks. Ethernet iSCSI host connections and Fibre Channel high-bandwidth ports are supported. Like other powerful Windows-based software, SANmelody runs on a wide choice of hardware platforms and disk drives. Windows, Linux, Unix, NetWare and MacOS applications may concurrently take advantage of the added gigabytes or terabytes of external disk space.

www.Processor.com/DataCore2



(954) 377-6000

Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

2X Makes Terminal Services & Citrix
Fault-Tolerant With LoadBalancer v4

2X's LoadBalancer lets you easily implement SSL, resource-based load balancing, and session reconnection for Microsoft Terminal Services or Citrix Metaframe servers.

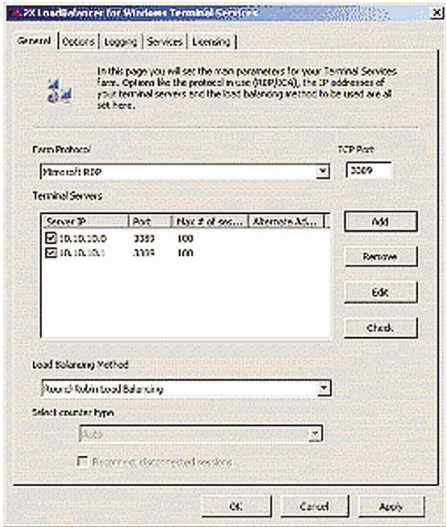
Resource-Based Load Balancing
2X LoadBalancer intelligently distributes the load to the Terminal Server machine with least usage.

Reconnects users to disconnected sessions
2X LoadBalancer also checks if a user is running a disconnected session on any of the servers and if so, reconnects them to the right server.

Ensures redundancy of Terminal Servers
2X LoadBalancer first checks whether the terminal service of a particular server is responding before forwarding a connection to it. This lets you ensure complete redundancy of each Terminal Server.

Enhanced Security using SSL
When used in SSL Gateway mode, the 2X LoadBalancer provides end-to-end SSL encryption to the Terminal Servers. This not only greatly enhances security but also provides a firewall/proxy-friendly solution with true SSL/HTTPS capabilities.

Pricing starts from as little as \$395 for managing up to two servers, \$775 for four servers, and \$1,750 for unlimited servers. More information and a Free Trial Version of the product are available at www.Processor.com/2X.



2X LoadBalancer
For Terminal Services / Citrix



Germany
Ph: (+49) 69 710456-424
Fax: (+49) 69 710456-450

Manufacturer Presentation
Software - Security Advertisement

Streamlined HIPAA Compliance & Secure Application Access

EpicTide & AEP Networks Join Forces On Solution

In recent years, healthcare providers have streamlined processes by offering their partners secure access to sensitive applications. Now, healthcare providers want to streamline existing processes for HIPAA privacy audits involving those applications. AEP and EpicTide have addressed these needs by integrating AEP's remote access solution with EpicTide's auditing and log centralization solution. For the first time, healthcare organizations can create a comprehensive forensic audit trail across all of their applications and systems, including their VPN. The combined solution also enables organizations to produce analytics such as detailed trending on application access and security-related events.

EpicTide (www.Processor.com/EpicTide) is a leader in software solutions that help organizations increase their security responsiveness, automate compliance and reduce associated costs. **AEP Networks** (www.Processor.com/AEP), the specialist in network and application access security, delivers infrastructure security solutions that are easy to use and manage while offering exceptional value and mission-critical reliability. The company provides a full range of solutions, including identity-based application security gateways, highly secure VPNs, SSL VPNs and cryptographic key management products, to meet the most demanding requirements of public-sector and commercial customers around the world.

For More Information, Call (866) 602-8433



Manufacturer Presentation
Software - Messaging & Groupware Advertisement

Fax Server Software Addresses Compliance & Spam



Zetafax network fax server software now does a lot more than simply enabling employees to send and receive faxes from their desktop and laptop PCs.

Zetafax helps meet compliance legislation. **Compliance** remains the No. 1 issue for organizations across many sectors, especially financial services, healthcare, and local government sectors, with regulations such as HIPAA, Sarbanes-Oxley, and the Data Protection Act now in force. Zetafax helps IT managers meet increasing board-level demands for IT departments to support compliance-related targets. For instance, all faxes sent and received with Zetafax can be stored electronically for archive and retrieval. Sensitive and confidential documents can be kept private by faxing directly from PC to PC, and fax audit trails can be maintained. Zetafax supports compliance requirements, and it also helps IT managers cope with the growing use of fax as a mass marketing tool. The product now includes a **Junk Fax Filter**, providing an effective way of dealing with increasing amounts of fax spam.

"We have taken a hard look at the daily issues facing our customers and developed a new version of Zetafax which goes beyond simply sending and receiving faxes", says Chris Oswald , CEO of Equisys. "Compliance legislation and fax spam are just two key issues which Zetafax 2006 helps to address. Our new fax creation tool means that faxing is now even faster and easier for users – which by definition means Zetafax is easier for IT managers to manage."

Improvements for IT managers:

A key new management feature is the **Junk Message Filter**. This allows network administrators to automatically delete junk faxes (or fax spam) or to divert them to a specific folder on a system-wide basis.

A new **"Do Not Dial"** control allows network administrators to prevent users sending faxes to specific numbers such as premium rate services or selected international destinations. Restrictions can be made by number prefix, area code, or DDI.

The enhanced **Server Queue Management** feature allows network administrators to control at sever level the priority of faxes that have already been submitted. This means that if nonpriority faxes are holding up more important ones, they can be sent to the back of the queue.

For More Information, Visit www.Processor.com/Equisys



Phone (770) 772-7201

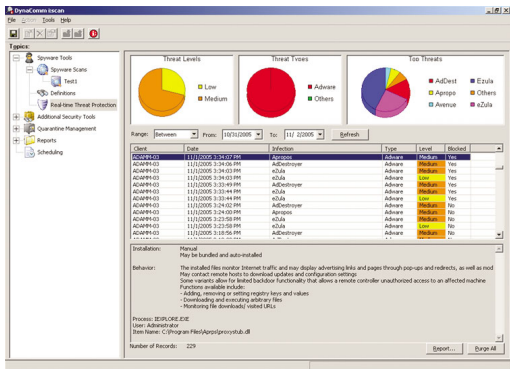
Manufacturer Presentation
Software - Security Advertisement

FutureSoft Enhances Endpoint Security Software Solution

DynaComm i:scan (enterprise antispyware software and endpoint security management) provides administrators with the ability to manage a range of endpoint security tasks from a single console, saving time, simplifying support, and improving security of desktop and mobile devices.

Version 6.0's Highlights:

- Removes and protects against spyware for both local and mobile users
- Locates and eliminates P2P (peer-to-peer) file-sharing applications
- Removes unauthorized IM (instant messaging clients)
- Identifies pornographic images that could be a source of harassment lawsuits
- Locks down desktop applications
- Manages USB devices
- Protects high-value corporate data assets with real-time monitoring



DynaComm i:scan is already in use in some of the world's largest companies and network infrastructures, and this new release extends the management, real-time reporting and mobile user protection to further enhance endpoint security for enterprise users.

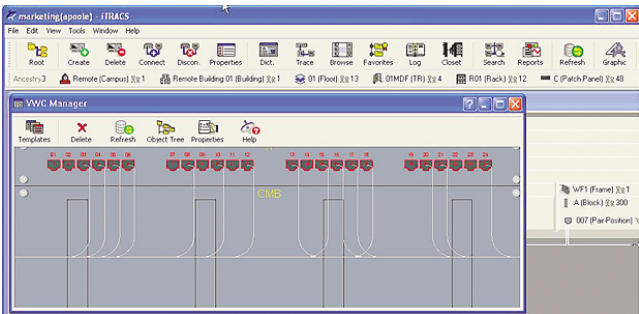
"Business administrators are facing a growing range of threats and are having to therefore deal with more and more security tools. DynaComm i:scan enables them to manage the full range of desktop and mobile user, content and endpoint security functions, from a single console." Tim Farrell, Chairman and CEO of FutureSoft

Download An Evaluation Copy: www.Processor.com/FutureSoft



Manufacturer Presentation
Software - Physical Infrastructure Advertisement

iTRACS Infrastructure Management Software Bolsters Network Performance



iTRACS Physical Layer Manager software delivers comprehensive physical layer management, flexible and scalable enough to meet the needs of the largest enterprises, advanced networks, and data centers. This software provides real-time visibility of your physical network by automatically mapping, managing, locating, and securing the network's connected devices and logins.

Modular-based software add-ons and data center libraries include:

- iTRACS iLogin, which offers user authentication, defining where users are allowed to log in to their computers or other network devices.
- iTRACS iDiscover, which self-discovers the devices on your network and provides physical location information.
- iTRACS iPBX, which automatically updates telecommunications components.
- iTRACS Data Center Libraries, a collection of tools to help design and maintain data center information.

Additional features include:

- iTRACS Virtual Wiring Closet provides interactive diagrams of the wiring closet for efficient design and planning.
- iTRACS iLocator feature displays pertinent iTRACS information (i.e., location, trace) on the screen of any Help Desk or Asset Management application.
- A comprehensive change control mechanism which automates, controls, and streamlines the work order process, increasing productivity and maintaining business compliance.
- A customizable dictionary, which lets users choose the way to document their networks, simplifying the documentation process.
- A search engine and report generator that includes 64 reports out-of-the-box and informs users about the status of available ports so they don't have to buy unnecessary hardware.

www.Processor.com/iTRACS

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Westchester, IL 60154
Phone: (708) 486-0147



Manufacturer Presentation

Software - Mobility Advertisement

GoodLink Enterprise Edition - Now Available On Cingular 2125

- Full Outlook®-like functionality
- Low cost of ownership with Secure Over-The-Air Management
- Handheld choice with support for Palm OS, Microsoft Windows Mobile 5.0 and 2003 handhelds
- Advanced handheld security with GoodLink Compliance Manager
- Available in English, French, Italian, German and Spanish
- Worldwide coverage with Global Connect

Fleet Management Made Simple (and Less Expensive)
Say goodbye to desktop software. In fact, GoodLink can be installed, upgraded, and managed entirely OTA (Over-the-Air) for a lower total cost of ownership. GoodLink also offers the most robust IT management tools, including role-based administration and Web-based visibility to all servers and users, including software version installed, device type, radio status, carrier, etc., through the Good Monitoring Portal.

Good for Enterprises

- Industry-standard compatibility with multiple handhelds, mobile platforms, carriers, and networks, including WiFi.
- Low TCO due to secure OTA software management and zero-desktop installation
- OTA management of third-party software to deploy and upgrade applications such as virus protection or attachment viewers
- Enterprise-class security with AES encryption and remote erase capability
- Role-based administration for reduced IT administration costs and increased security
- Increased IT efficiency with centralized fleet management and monitoring
- Increased user productivity—handhelds can be wirelessly updated and maintained resulting in superior reliability
- Support for Hosted Exchange allows small-to-medium enterprises (SMEs) to use GoodLink via their hosted Exchange provider

Good for Users

- Familiar Outlook-like visual experience on the most popular new Palm, Windows Mobile PocketPC, and Windows Mobile Smartphone handhelds and smartphones
- Cradle-free, true push wireless synchronization between the handheld and the desktop keeps all information—email, calendar, contacts, notes, and tasks—up to date
- Rich attachment viewing and editing (including Word, Excel, PDF, and PowerPoint®) let users:
 - Project PowerPoint presentations directly from their handheld
 - Receive faxes in TIFF format
 - Print documents from their smartphone using Bluetooth
- Available in English, French, Italian, German, and Spanish
- Increased efficiency with the ability to multitask between applications
- Single line, two-line, and preview pane display options
- Call sender directly from emails or schedules via automated contact lookup
- vCard / Electronic Business Card Support
- Offline capability to control roaming when traveling, especially internationally
- Worldwide coverage on any CDMA or GPRS carrier in the world as well as 802.11 WiFi networks



www.Processor.com/Good

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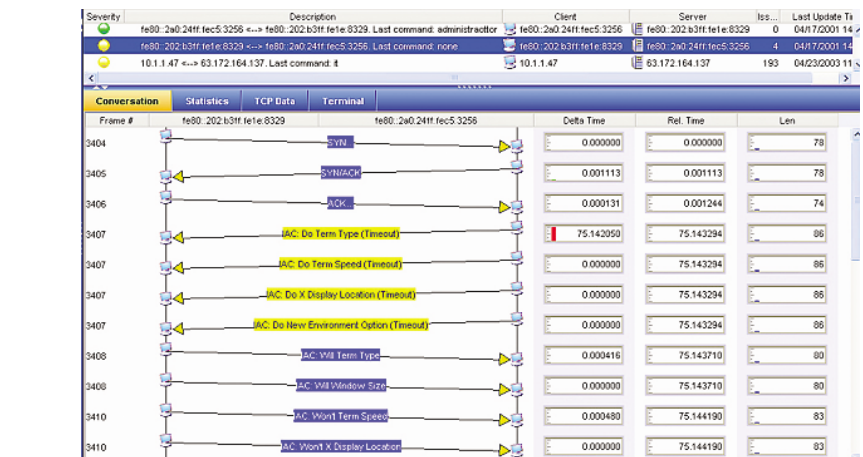


Manufacturer Presentation

Software - Network & Systems Mgmt. Advertisement

ClearSight Analyzer Version 5.0

Real Time Network Analysis and Application Monitoring



ClearSight's fifth-generation Analyzer implements Real Time application and protocol support for Citrix, SMB, RTSP (Real time streaming protocol), HTTP flow reassembly, Wi-Fi on Ethernet with WEP decryption support, New History Reports, and Real Time TCP data view, as well as enhanced support for VoIP (new video and voice Codecs added) and security visualization.


The Version 5.0 Analyzer delivers new functionality, enabling enterprise users to verify real-life performance of application deployments (such as VoIP and Database, IPv6), assisting customers in making critical decisions before rollout and providing deeper support for managing and growing deployments. The collaborative nature of Analyzer 5.0 is improved through the use of a variety of setup wizards and extensive, configurable reporting functions providing new optional long-term History Reporter and integrated Packet Generation feature.

The latest version provides easy-to-use application packet generation tools, making it possible for IT administrators to effectively emulate new application traffic in the enterprise's existing environment. At the same time, ClearSight is also used to evaluate traffic in real time, display issues and problems, and generate extensive reporting.

ClearSight Analyzer 5.0 is available as both a software solution and as a bundled product. Supported physical interfaces include 10/100BaseT, including full duplex, Gigabit Fiber (Copper, multimode, or single-mode) and 10 Gigabit. The new version provides customers with a reliable and easy-to-use solution to remotely troubleshoot and manage their unique network environment and applications, including Citrix, SMB, Microsoft Exchange Server, Microsoft SQL Server, Oracle Web Servers, VoIP, and associated multimedia protocols.

Do you know what's on your network?

Free two week trial available at www.Processor.com/Clearsight



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Pho: (650) 358-9555
Fax: (650) 358-3923

Manufacturer Presentation

Software - Security Advertisement

Beta Systems' Identity Management Suite

Now Includes Enterprise Single Sign-On Component

Passwords seem like a great way to secure your applications. But most users have to log in to several password-protected applications and Web sites every day, and they often have trouble. In fact, Gartner says about one-third of all calls to Help Desks concern passwords, and that is expensive. Forrester Research and other research organizations agree that it costs at least \$38 to reset a single password. And all those calls cause enormous wear and tear on your overworked support staff. A solution is needed to save time, money and frustration all around and get your passwords working for you again. You need a comprehensive Single Sign-On solution that can scale up to thousands of workstations and still work transparently when your users are on the road. You need a true SSO solution that will pay for itself within a year.

The Single Sign-On solution of Beta Systems, SAM eSSO, is a proven technology that's easy to use, simple to integrate and cost-effective to manage. It's a flexible, platform-independent building block that can integrate smoothly with virtually any environment with a minimal of configuration and maintenance. SAM eSSO meets all the key requirements of today's organizations, including:

- Quick integration of the vast majority of existing applications - Windows, Web and legacy - through powerful agents and XML parameter files. Scripting to handle exceptional cases is available in the language of your choice.
- A highly available architecture based on multiple servers that provides fail-safe operations scalable up to hundreds of thousands of users.
- The lowest Total Cost of Ownership achieved through leveraging your existing resources and adopting a cost-effective Windows/Intel server platform.
- A flexible authentication scheme that preserves your investment in existing technologies and supports your choice of any future technologies.
- Transparent operations that require no learning curve, no training and no disruption to the normal working routine for your users.

For More Information, Visit www.Processor.com/Beta



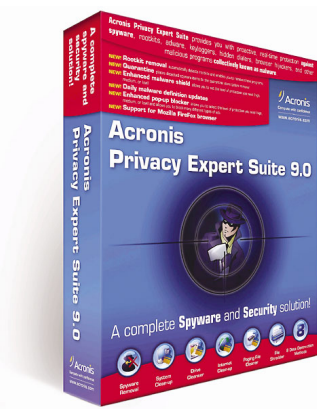
Phone (301) 486-4600

Manufacturer Presentation

Software - Security Advertisement

Acronis Privacy Expert Suite

Guards Against Spyware



Acronis Privacy Expert Suite provides you with proactive, real-time protection against malware; including spyware parasites, root-kits, adware, keyloggers, hidden dialers, browser hijackers, and other malicious programs. Our latest version, 9.0, adds key new features to ensure that your PC is not infected with malware:

NEW! Rootkit removal automatically detects rootkits and enables users to remove these programs

- NEW!** Quarantine places detected spyware items to the quarantine store before removal
- NEW!** Enhanced malware shield allows you to set the level of protection you need (high, medium, or low)
- NEW!** Daily malware definition updates
- NEW!** Enhanced pop-up blocker allows you to select the level of protection you need (high, medium, or low) and allows you to block many different types of ads
- NEW!** Internet cleanup utility supports Mozilla FireFox browser

www.Processor.com/Acronis7



Phone (877) 669-9749

Manufacturer Presentation
Software - Network & Systems Mgmt. Advertisement

nLayers InSight™ 4.5

The industry’s only hybrid passive/active discovery solution

nLayers InSight is the easiest, most comprehensive solution for discovering, understanding and mapping the complex relationships between applications and technology infrastructure.

Applications, services and servers in nLayers Application Behavioral Model
nLayers is the only discovery vendor that offers instant, passive discovery for immediate, end-to-end real-time visibility and the flexibility to selectively “drill down” and compile more detailed configuration information on specific servers or services. As part of the discovery process, nLayers InSight builds a detailed, time-based Application Behavioral Model™ (ABM™) of how and when the components interact with each other, and the transactions processed in each interaction.

nLayers’ unique agentless top-down auto-discovery process maintains a real-time, interactive “living” model of the entire application infrastructure at a fraction of the time and cost of manual methods or other intrusive discovery methods. Discovering entities at a rate of 500 per minute, nLayers InSight builds an interactive application map and behavior model in a few hours. The application behavior model is then continuously updated with interdependencies, configuration and usage changes, and all the information is maintained in an open, federated configuration management database (FCMDB).

Using the optional Active Discovery module, customers may selectively choose the key servers or services essential to their business (such as specific application or database servers of business critical processes), to gather detailed configuration item (CI) information using a combination of methods, including SNMP, SSH, Telnet and WMI.

nLayers InSight is different from other discovery solutions in that it continuously monitors application usage and demand, allowing organizations to dramatically reduce operational costs and accelerate today’s highest-priority IT initiatives. nLayers InSight offers real-time visibility without installing software on any system or adding traffic to the network.

For More Information: Call: (408) 467-0800 Visit: www.Processor.com/nLayers

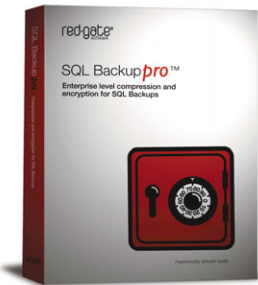


nLayers
5300 Stevens Creek Blvd.
Suite 600
San Jose, CA 9529

Manufacturer Presentation
Software - Storage Advertisement

Compressed & Encrypted
SQL Server Backups

Red Gate Software’s SQL Backup



Red Gate Software’s SQL Backup Pro Edition provides high-performance backup and recovery for enterprise-level SQL Server implementations.

“SQL Backup Pro Edition includes two tools—SQL Backup and SQL Log Rescue—that should be a part of every DBA’s toolbox,” says Jason Delaune, production DBA at Tulane University. “It was a crucial tool in our backup and recovery efforts surrounding Hurricane Katrina and will continue to be a vital part of our data security strategy.”

SQL Backup Pro Edition provides multiple encryption levels up to 256-bit using the AES algorithm, the same standard specified by the U.S. government for encrypting top-secret data.

The software bundle sets new standards for convenience and flexibility, enabling users to connect and manage all server backups remotely from a central client-based GUI and take advantage of wizards to plan SQL backups and automate log shipping. Object-level recovery and log analysis is provided through SQL Log Rescue.

Advanced compression levels in SQL Backup Pro provide up to 95% smaller backups and deliver speeds up to three times faster than native SQL Server backups.

SQL Backup Pro Edition is available for \$695 per server, with substantial volume discounts. It is compatible with both SQL Server 2005 and SQL Server 2000.

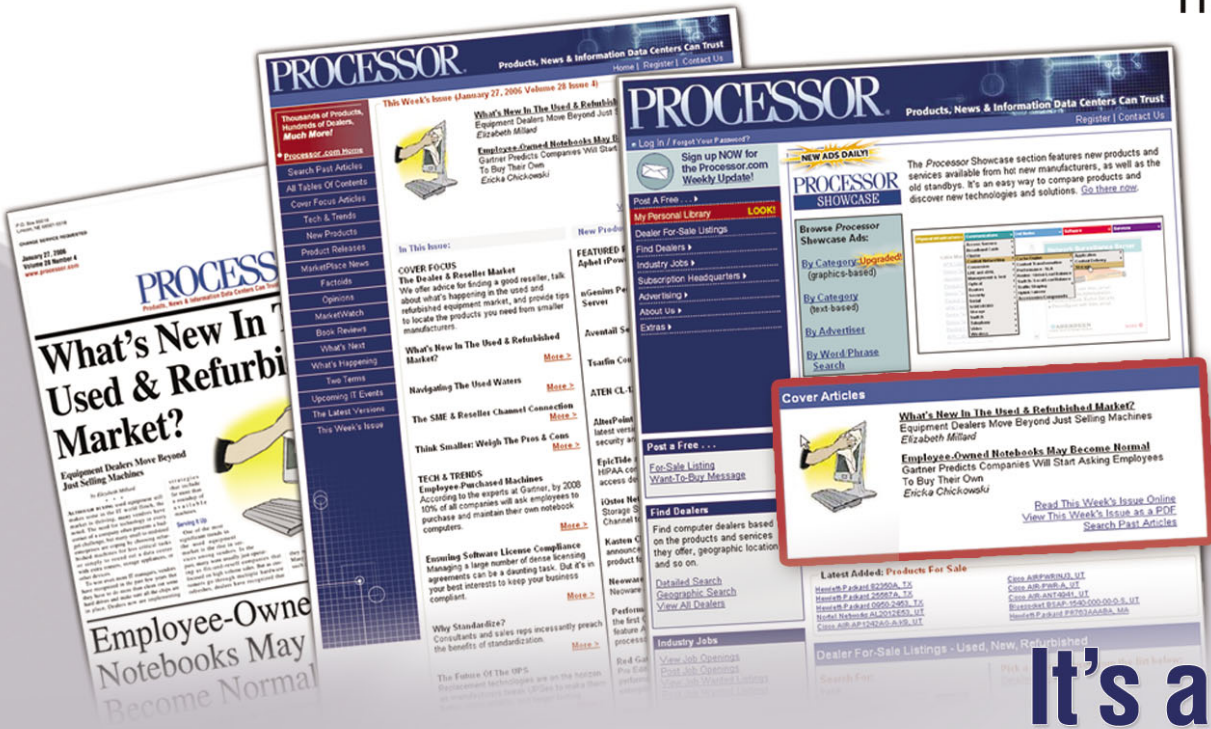
A free, fully functional, 14-day trial version of SQL Backup Pro Edition is available at www.Processor.com/RedGate

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Software - Storage Advertisement

Disaster Recovery & Storage Pool Mirroring

Affordable Solutions For SANs & Multiterabyte Storage Sites

DataCore Software offers a new class of affordable, remote site disaster recovery (DR) and storage pool mirroring solutions. These DR solutions are designed to protect terabyte-sized storage pools serving multiple application servers (e.g. Windows, Netware, VMware, Linux, Solaris, AIX, Unix, etc.) over LAN, SAN or WAN networks. The DR package prices start at \$7,998, which includes software to manage two separately located SANmelody disk servers, each capable of supporting terabyte storage pools, plus a choice of disaster recovery software—either asynchronous LAN/WAN-based replication software for disaster recovery over great distances or simple and fast synchronous LAN or SAN failover mirroring software for storage pools supporting systems stretched across buildings, campuses or cross-town distances. These packages usher in a new product class delivering the highest-end data protection capabilities at a price point comparable to low-end single system replicators. Users get all the software they need to manage and support terabyte-sized storage pools at two different sites in a single package, plus breakthrough pricing, faster performance and true enterprise-class disaster recovery and business continuity functionality.

Volume Name	Logical Size	Disk #	Type	Name	Status
Volume1	643 MB	0	base02h	Up	
Volume2	556 MB	0	base02h	Up	
Volume3	580 MB	0	base02h	Up	
Volume4	580 MB	0	base02h	Up	
Volume5	572 MB	0	base02h	Up	
Volume6	556 MB	0	base02h	N/A	
Volume7	549 MB	0	base02h	N/A	
Volume8	1300 MB	2	base02h	Up	
Volume9	400 MB	0	base02h	N/A	
Volume10	800 MB	2	base02h	N/A	
Volume11	200 MB	2	base02h	N/A	
Volume12	400 MB	0	base02h	N/A	
Volume13	494 MB	2	base02h	N/A	
Volume14	1302 MB	0	base02h	N/A	
Volume15	1027 MB	0	base02h	N/A	
Volume16	400 MB	2	base02h	N/A	
Volume17	296 MB	0	base02h	N/A	
Volume18	1300 MB	0	base02h	N/A	
Volume19	351 MB	0	base02h	N/A	
Volume20	351 MB	0	base02h	N/A	
Volume21	351 MB	0	base02h	N/A	
Volume22	495 MB	0	base02h	N/A	

DataCore lets small to mid-sized businesses enjoy all the benefits of higher-end data-center-class disaster recovery solutions at a fraction of the cost. With these new solutions, DataCore fills the large gap and meets the need that exists between low-end system replicators (e.g. NSI DoubleTake) that cost thousands and high-end enterprise class storage array and SAN-based disaster recovery systems (e.g. IBM), which are typically proprietary, complex and cost many tens of thousands of dollars. The DataCore DR solutions create a new pricing standard—priced comparable to low-end replicators, but delivering the full functionality inherent to high-end solutions.

The DataCore DR packages provide a compelling disk backup and recovery alternative to traditional system replicators and tape backup systems. DataCore protects storage pools serving multiple platforms or a mix of Windows, NetWare, VMware, Novell, Mac OS, Solaris, and Linux systems. Systems administrators do not have to juggle products that only deal with one of these platforms or be forced to add agents to each application server just to mirror data between sites. Many environments today are also caught in the middle: They need a faster and better solution than trying to recover from tape but can't afford the high cost of remote site disk mirroring.

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Software - Messaging & Groupware Advertisement

GFI MailEssentials: Spam & Phishing Protection

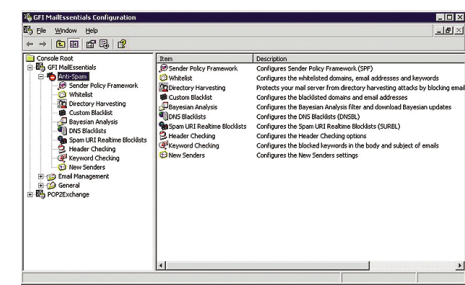
GFI MailEssentials 12 (antispam software) now protects users from phishing emails by detecting and blocking them before they reach the recipient's mailbox.

Featuring PURBL, a phishing URI realtime blocklist, GFI MailEssentials 12 extracts links from the message body and checks them against a list of well-known phishing sites. GFI MailEssentials 12 also scans typical phishing keywords, which identify and treat the message as spam once found.

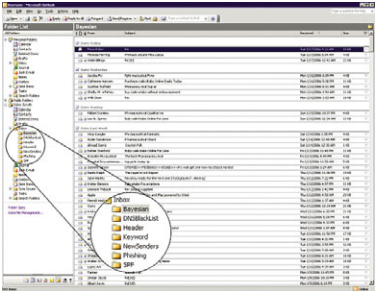
The Exchange administrator's daily workload is greatly minimized as the software works at server level, so administrators do not need to install antiphishing software on every desktop. The product also features server-based Bayesian filtering technology that automatically adapts to each organization's email environment so administrators do not need to intervene.

GFI MailEssentials 12 incorporates GFI's investment in developing innovative technologies to reduce the number of legitimate emails blocked in error. Features such as email header analysis and keyword checking, and sender- and recipient-based whitelists, in addition to Bayesian filtering technology, significantly curb the number of false positives.

David Vella, product manager for GFI MailEssentials, says, "Email phishing scams have already cost companies millions, both in terms of time spent combating the problem and dealing with the effects of the scam. GFI MailEssentials 12 allows business efficiency and security to go hand in hand, allowing companies to use their resources and infrastructure in a far more efficient and cost-effective way."



GFI MailEssentials Configuration



Users can review spam email

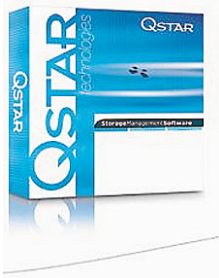


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Manufacturer Presentation

Software - Storage Advertisement

QStar Adds Digital Signatures To Its Data Archive Product Suite



QStar's HSM (Hierarchical Storage Management) has been setting the standard for Storage Management since its introduction. HSM provides the security and accessibility you need for your data on your platform of choice. The following hardware is supported: UDO Drives/Jukeboxes, PDD Drives, Magneto-Optical Drives/Jukeboxes, CD Jukeboxes, DVD Drives/Jukeboxes/Arrays & Tape Drives/Jukeboxes.

HSM now includes functionality to manage the digital signature process. The Digital Signature feature provides a means for a signing authority to secure documents from tampering and version changes, a key to many compliance requirements.

Adding the ability to provide digital signatures to stored data and manage the digital signature process provides another level of information security within the QStar product line to protect customer's data. Digital signatures can be used with any kind of document, whether it has been encrypted or not. The digital certificate contains the digital signature of the certificate-issuing authority so that anyone can verify that the certificate is real, and thus the document is authentic. This is a key component for a number of highly regulated market segments such as Drug Development, Medical, and Life Sciences. The signature is there to ensure that any changes made to the data have been signed and cannot go undetected.

The QStar Digital Signature feature is an optional component supported in software version 4.20.80 and available immediately.

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DeviceWall enables a central administrator to create and enforce a security policy that determines which employees in the company are able to access different types of devices. Any device type not explicitly permitted is automatically blocked. Security managers can remotely monitor the volume of blocked and allowed device connections on the network - even if they are not logged into the DeviceWall Control Center.

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- Prevent the spread of spyware, malware and viruses
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- Reduce legal risks
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DeviceWall can be downloaded for a free 30-day no-obligation trial from

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Software - Security Advertisement

Ecutel Systems Launches New Endpoint Automated Security Initiative (EASi)

EASi (Endpoint Automated Security Initiative) allows Network Administrators to establish, manage and enforce policies for endpoint security, access control and device management to ensure that mobile computing devices are protected and that network access policies are carried out prior to granting a user access to the corporate network. EASi helps establish security policies and then interrogates the mobile device to enforce compliance to those policies before allowing the device to connect to the enterprise infrastructure. EASi goes beyond simply testing devices for policy compliance by providing an ability to automatically take actions to remediate non-conforming devices, bringing them into policy adherence in real time. This enforces network security at the point of access and enables users to safely attach to thier resources and remain securely connected and productive.

"Some access control and endpoint security policy products can detect potential threats but will generally only quarantine a user's vulnerable device so it can not access the network. This approach denies the mobile worker access to their critical information resources," explained Tom Matthews, CEO, Ecutel. "EASi goes beyond policy enforcement by providing an ability to automatically take actions to remediate devices bringing them into policy compliance in real time, thus enabling users to attach to their resources and remain securely connected and productive."

EASi features include:

- Endpoint Security Policy Management and Enforcement
- Network Access Control Policy Enforcement
- Automatic Remediation
- Remote Software Updates and Patch Management
- Device Management and Troubleshooting

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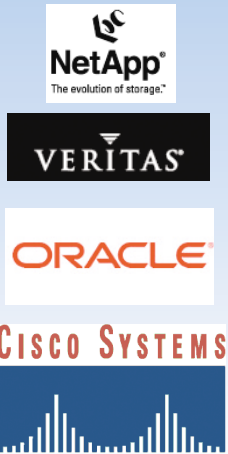
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What Will You Do When Disaster Strikes?

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Right now, your data center is under attack! You might not believe it because things appear to be running smoothly. The network is up and bandwidth is not taxed. The servers are accessible and users aren't complaining. Everything appears to be under control. However... just beyond that wall, above those ceiling tiles, or under the raised floor is a disaster waiting to strike. Even worse, it has your name written all over it!

You see, no one really knows when or how a disaster will strike. We just know the potential is always there. So preparing for it is critical to minimizing its impact on computers, networks, users and the organization.

Computer Room Environment Monitoring Too Often Overlooked

Today's data centers are complex and handle an immense work load. This is because what happens there effects the entire organization, supporting hundreds or thousands of employees. The most overlooked issue in data centers today remains "environment monitoring". This is true at least until a disaster strikes, then it becomes *Job 1*. Why wait for your own disaster?

What Is Environment Monitoring?

In the data center, computer and network equipment must be kept within a specific range of environmental conditions. If these get out of bounds, unpredictable and potentially catastrophic results can occur and cause data loss, hardware failure, denied access, and downtime. Primary issues include:

- **Temperature** (high / low)
- **Main & UPS Power** (interruptions)
- **Flooding / Water** (leakage)
- **Humidity** (high / low)
- **Smoke / Fire / CO2**
- **IP Camera** (security)
- **Intruder / Room Entry / Motion** (security)
- **Dry Contacts** (aircon, cooler, generator, etc.)
- **Panic Button** (staff calls for help)

Air Conditioning Remains The Primary Cause Of Most Data Center Disasters

Failure of a primary or backup air conditioner is a major threat in all computer rooms, as temperatures will rise rapidly. Condensation overflow from air conditioning or leaks from water pipes that support a system can cause

flooding. Power drains from AC can also damage computers & equipment.

Main Power Sources Remain Unreliable, A UPS Is Simply Not Enough

Even in the 21st century, we still haven't harnessed electricity. Situations like over / under voltage, spikes, drops and blackouts haunt managers. Failure of backup power sources like generators or UPS systems with short run or expired batteries can make a bad situation even worse. Consider what happens when main power goes out and a UPS keeps CPUs alive while the air conditioning systems stay down. The end result is extreme temperatures in the computer room that will eventually cause severe hardware damage or even start a fire.

- **61%** of data centers say downtime is due to environment issues 1X+ in past 12 months
- **23%** of data centers say downtime is due to environment issues 5X+ in past 12 months

Your Data Center & Job On The Line

If disaster strikes your data center, how will it impact business? Who will get the blame? Could it have been prevented? Will management be asking for your head on a silver platter?

Downtime Costs More Than Money

When disasters occur, there are significant costs in areas that go far beyond the simple replacement of damaged hardware. Data can be lost and costs incurred to restore or recreate it; online operations lose sales & service opportunities... causing lost revenue both now and in the future; salaried employees continue to get paid even while systems are down and they can't work; overtime accrues for IT staff who work around the clock to get systems back online; and there will be other costs too.

- **59%** of data centers say downtime lasts 1/2 day+
- **27%** of data centers say downtime lasts 1-3 days
- **45%** of downtime costs over 10K per incident
- **11%** of downtime costs over \$50K per incident

A Proactive Approach Is the Best Because Computers Don't Swim

The concept of knowing early and immediately about developing environment problems is easy for all prudent managers to understand. A business does not have to encounter a flood for the IT staff to know that

computers don't swim. The **"5 Critical Steps"** to successfully prevent an environmental incident from causing your organization a catastrophic disaster include:

5 Steps To Prevent IT Environmental Disasters

- 1) Early and Immediate Detection
- 2) Automated Alerting to Responsible IT Staff
- 3) Fast and Appropriate Action by the IT Staff
- 4) Automatic Response & Action Procedures
- 5) Review, Analyze & Plan Future Prevention

Insurance And Recovery Plans Are Just "Band Aids" After A Disaster

Insurance policies offer some financial relief from disasters by compensating for the cost of lost equipment. However, they never cover all of the extended costs (see above). Worse still is the impact on cash flow while you wait to be reimbursed. And who wants to fill out all those forms anyway? Then, in 6-12 months your insurance premiums go up. Ouch!

As for recovery plans, you need to (must) have one. Although, wouldn't you like to have one and never be forced to use it? Even the best recovery plans do not pay the costs. They provide a guideline as to how to get back in the game after a disaster. Wouldn't your management team rather avoid the experience altogether? Wouldn't you?

Why Put Your Business At Risk?

How much would it cost your business to lose access to primary servers or the network for just a 1/2 day? Ten, twenty, a hundred thousand dollars? A million dollars? It depends upon what you do although any loss is too much when it's *your* money. In today's online world, downtime for even a few minutes can mean life or death to sales opportunities or the entire business. Do you need to be in business continuously, like 24 x 365? Then stop running around with scissors in your hand.

Solutions Exist For Computer Rooms Of All Types And Sizes... Yours Too!

AVTECH Software has several powerful, scalable solutions for environment monitoring. All are small enough to hold in one hand, completely mobile, and optionally available in a rack, wall and ceiling mount. They come complete with easy to install hardware, cables, sensors, easy-to-use network-wide monitoring software, CD media & documentation,

installation notes, 12 months of *Maintenance Support & Update Service*, even a screwdriver. Installation is easily completed in minutes.

TemPageR is designed for easy, advanced, temperature monitoring, alerting and more. **Room Alert** models offer the ability to monitor temperature, humidity, power, flood, smoke, cameras, dry contacts and much more. See the model comparison online for detailed information. All models offer a built-in web server & interface for standalone use (i.e. No PC required) and alerting. All models include a bundled (*Free*) license for our powerful **PageR Enterprise** software that provides advanced alerting, logging, automatic corrective actions, network-wide monitoring and other benefits.

Who Uses These Monitoring Systems?

AVTECH Software products are used around the world by all types of organizations. Sample users include the White House, Pentagon, United Nations, most branches of the U.S. government, over 80% of the Fortune 1000 and businesses of all sizes. We think that your organization is just as important. *Don't you?*

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